Trade and Industry

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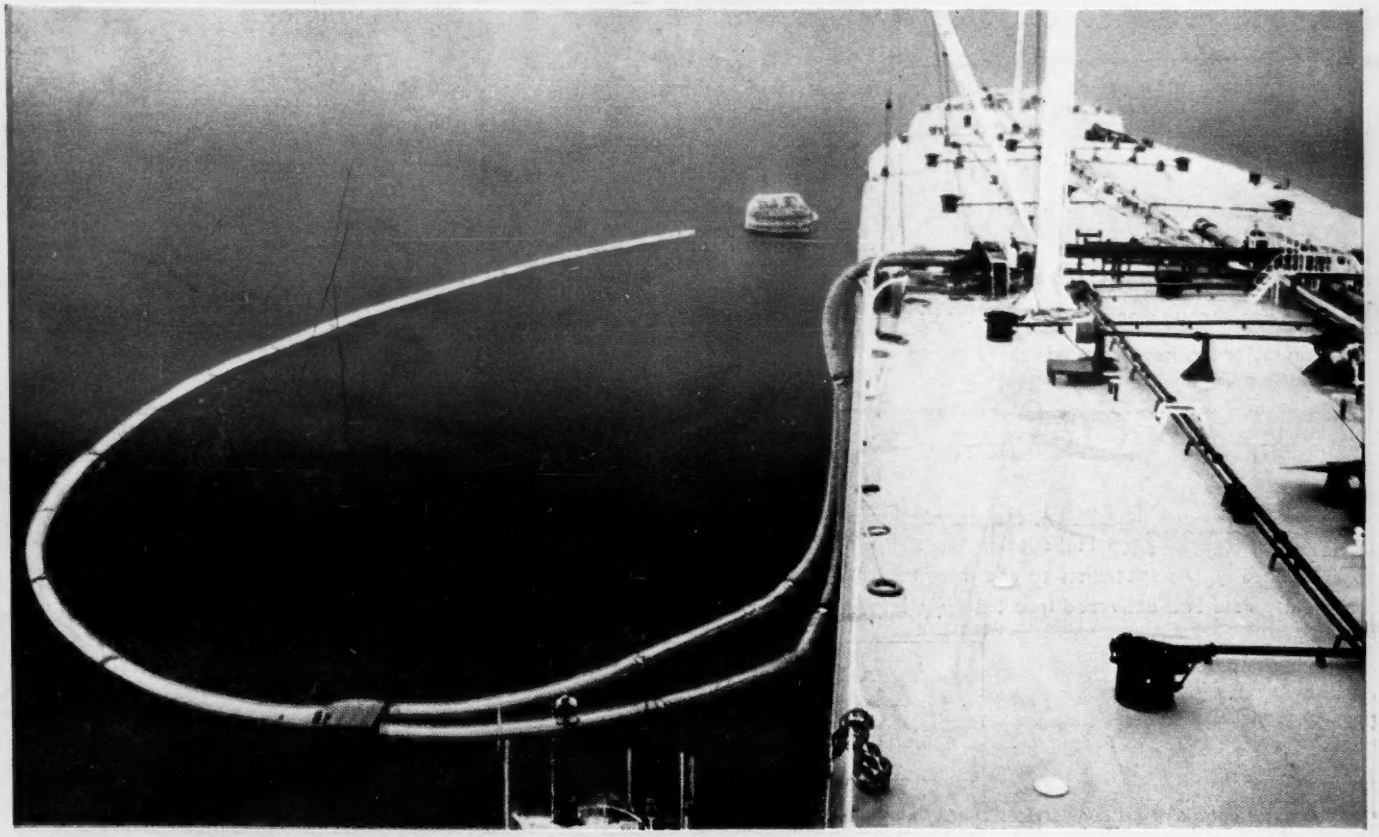

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Trade and Industry

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Front cover photograph

Dunlop developed their Queen's Award-winning Selflote floating hose as a medium for the loading of giant oil tankers, which take on their cargo a mile of two offshore. In 1970, however, a new and dramatic application opened up for the hose. Since 1965, the Delta Section of the Royal Netherlands Government Water Control Department (The Rijkswaterstaat) had been engaged in the huge 'Delta Project.' This involved the sealing off of the arms of the sea, formed by the estuaries of the rivers, Rhine, Ems, Maas, and Scheldt, with a series of dams and dykes to create a giant safety barrier against the flooding of the sea. Part of the operation was the construction of artificial work islands, made by pumping sand slurry through pontoon-supported steel pipelines to fixed terminals and then through steel pipes to stone and concrete bases.

Experience showed that the steel pipelines were susceptible to damage in high winds, which seriously reduced effective operating time. The proposal was made by Dunlop Oil and Marine Division to use a modified form of their Selflote floating oil hose. In May 1970 one suction dredger was equipped with the hose and results proved conclusively that dredging time using the hose was increased by over 30 per cent. As a result, a second dredger was equipped with Selflote.

The new installation received a severe testing in July when a storm struck the Netherlands coast. Further testing by severe gales in the autumn of 1970 continued to prove the seaworthiness of the hoses, and in one case a dredger, which had broken loose from her moorings, was held by the Selflote hose line alone.

Selflote integral floating hose is made by Dunlop Oil and Marine Division at Grimsby. The Division is part of Dunlop Angus Hose Group of Gateshead.

LATE ANNOUNCEMENT

Import duties on certain Cotton Textiles

PARAGRAPH 6 of the notice "Import Duties on certain Cotton Textiles from countries in the Commonwealth Preference Area, other than the Republic of Ireland" (page 676), should read:

"The schedule, which should be read in conjunction with the existing Customs and Excise Tariffs, includes only those tariff headings under which changes are being made in order to impose new duties on imports of cotton textiles from countries in the Commonwealth Preference Area (see page 678) other than the Irish Republic; the new duties are asterisked".

Index to Statistics published regularly in TRADE and INDUSTRY incorporating the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

All dates before October 21, 1970, refer to articles in the *Board of Trade Journal*

Title	*Last Published*
Air transport:	
Aircraft noise at Heathrow and Gatwick airports (Q)	28 April 1971
Air miss reports (A)	1 April 1970
Mileage and traffic (A)	29 April 1970
Trade by air (6-M)	24 Mar. 1971
Balance of payments:	
Civil aviation (Q)	28 Oct. 1970
Trends in invisible transactions (Q)	23 June 1971
UK balance of payments (Q)	16 June 1971
Bankruptcy orders (Q)	5 May 1971
Business names registered (A)	27 Jan. 1971
Capital expenditure:	
Distributive and service trades (A)	28 April 1971
Industry's capital expenditure (Q)	16 June 1971
Catering trades turnover (M)	16 June 1971
Chemicals industry (Q)	26 May 1971
Companies:	
Acquisitions and mergers (Q)	19 May 1971
New companies registered:	
Gt. Britain (M)	23 June 1971
N. Ireland (M)	28 April 1971
Computers:	
UK computer market (Q)	2 June 1971
Construction work overseas (A)	14 Oct. 1970
Credit:	
Instalment credit business (M)	16 June 1971
International trade credit (A)	14 April 1971
ECGD business (Q)	9 June 1971
Electronics capital equipment deliveries, research and development (Q)	23 June 1971
Engineering and electrical goods: Deliveries and orders (M)	23 June 1971
Film industry:	
British Film Fund Agency returns (M)	9 June 1971
Cinema admissions and takings (M)	26 May 1971
Overseas payment and earnings (A)	22 July 1970
Registration of films (A)	24 Feb. 1971
Trends in film going (A)	22 July 1970
Food:	
Consumption levels (A)	24 Feb. 1971
Household consumption (Q)	10 Mar. 1971
Footwear industry production orders and deliveries (M)	23 June 1971
Foreign trade:	
EFTA trade (Q)	16 June 1971
Industrial countries trade and production (Q)	12 May 1971
World exports of manufactures (A)	30 Sept. 1970
Foreign trade of the UK:	
Direct exports (A)	14 April 1971
Unit value and volume index nos. (M)	16 June 1971
Value of overseas trade (M)	23 June 1971
Value of overseas trade: analysis of trends (Q)	12 May 1971
Gold and convertible currency reserves (M)	9 June 1971
Hairdressing trades turnover (M)	16 June 1971
Hire purchase business (M)	16 June 1971
Industrial building (Q)	28 April 1971
Industrial development certificates refused (A)	22 July 1970
Industrial production:	
Index nos. (M)	This week
N. Ireland index (M)	This week
Wales index (Q)	This week
Insurance companies assets (A)	19 Aug. 1970
Investment:	
Book values of overseas direct investments (every 3 years)	23 Sept. 1970
Industry's investment intentions (3 times a year)	16 June 1971
Investment and earnings overseas (A)	7 April 1971
Laundries and dry cleaners turnover (M)	16 June 1971
Machine tools deliveries and orders (Q)	This week
Man-made fibres:	
Analysis of production (Q)	2 June 1971
Deliveries (Q)	2 June 1971
Production (M)	23 June 1971
Volume of production (M)	23 June 1971
Motor industry:	
Car and commercial vehicle production (M)	This week
Motor trades turnover (M)	16 June 1971
Office development permits (Q)	2 June 1971
Partnerships registered (A)	27 Jan. 1971
Pension funds: assets (A)	19 Aug. 1970
Retail prices index (M)	This week
Retail trades:	
Index nos. (M)	16 June 1971
N. Ireland index (M)	26 May 1971
Royalty transactions (A)	31 Mar. 1971
Shipping:	
Nationality of vessels in UK sea-borne trade (A)	10 Feb. 1971
Steel consumption (Q)	16 June 1971
Stocks:	
Distributive and service trades (A)	28 April 1971
Industry's stocks (Q)	16 June 1971
Retail (M)	16 June 1971
Television:	
Overseas payments and earnings (A)	27 July 1970
Textiles:	
Clothing and textile orders and deliveries (M)	31 Mar. 1971
Cotton production (M)	23 June 1971
Hosiery production (M)	24 Feb. 1971
Wholesale houses sales (M)	16 June 1971
Wool exports (Q)	23 June 1971
Wool output (M)	23 June 1971
Tourism:	
International tourism (A)	23 Sept. 1970
UK tourist traffic (M)	16 June 1971
Wholesale prices:	
Average prices of selected commodities (A)	24 Feb. 1971
Index nos. (M)	23 June 1971

Department of Trade and Industry's Organization, etc.

Subjects	*Last Published*
British commercial representatives overseas	This week
Business Monitor titles	31 Mar. 1971
Customs notices of interest to exporters	This week
Directory of DTI (formerly BOT) departments and their work	8 April 1970
DTI addresses (former BOT offices)	3 Mar. 1971
DTI Regional Directors	3 Mar. 1971
ECGD local offices	16 June 1971
Index – Jan.-Mar. 1971	26 May 1971
Official receivers offices	20 May 1970
Programmes of trade promotion	3 Mar. 1971
Release dates of economic statistics	23 June 1971

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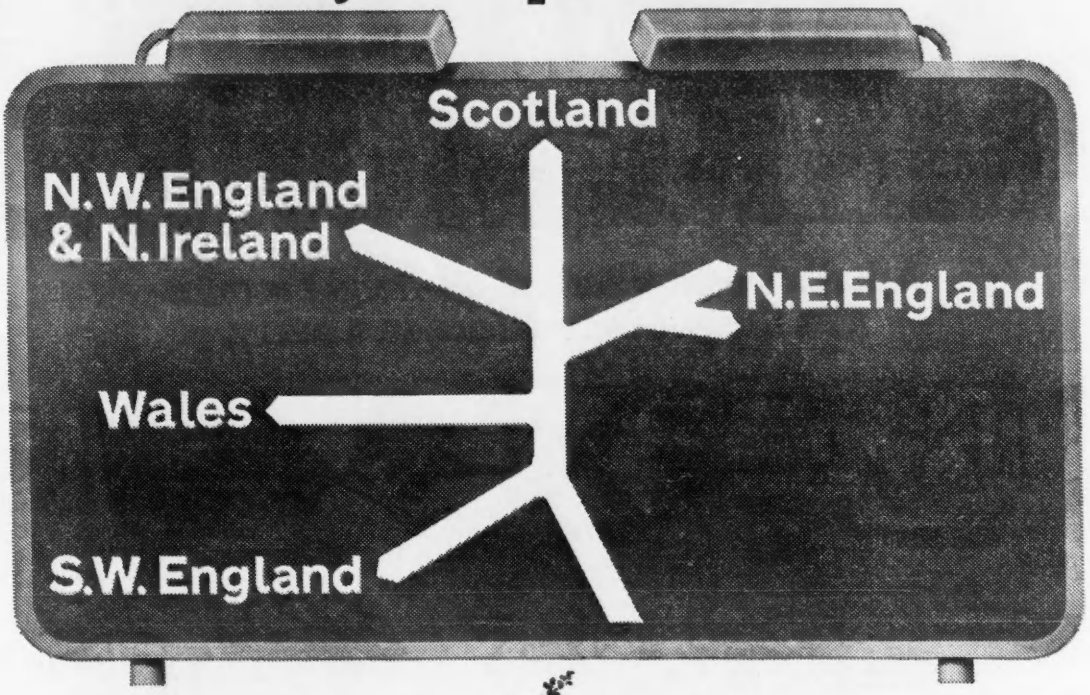

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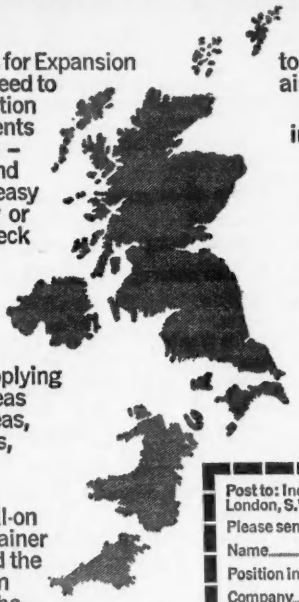

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Certain areas hitherto designated as Development Areas have now been made Special Development Areas and a few new areas have been given Intermediate Area status.

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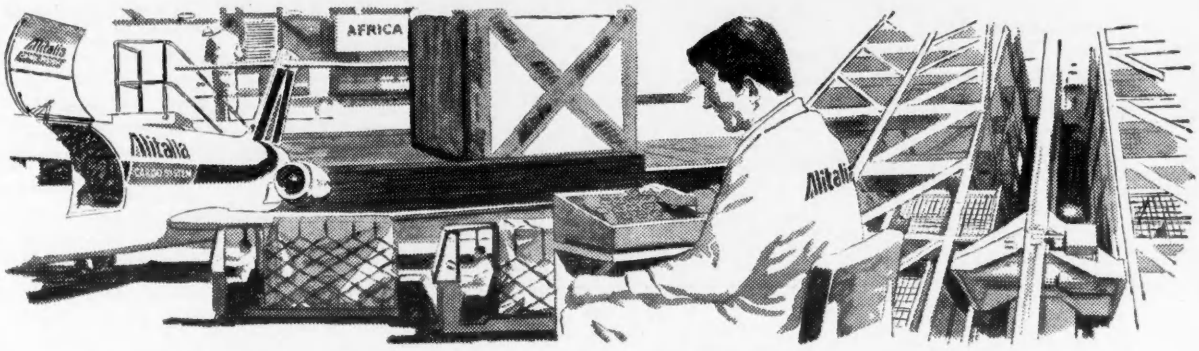

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BRITAIN AND THE EEC – 5

Industrial policy and the Community

The third article in this series dealt with the general framework of the Treaty of Rome and the Customs Union. This article looks to the future, and considers what the present Community is doing, and what an enlarged Community might achieve in the field of industrial policy in fulfilling the wider objectives of the Treaty of Rome.

The need for a Community industrial policy

EUROPEAN INDUSTRY has a vital part to play in the achievement of the longer-term objectives set out in the preamble to the Treaty of Rome – steady expansion, the constant improvement of living and working conditions of the people of the member states and the development of prosperity in the poorer countries of the world. The establishment of the Customs Union was the first step towards a coherent European market, but it is by no means the whole story. Some barriers to free trade still exist within the Community and even as these are being removed, there remains a continuing need for European industry to modernize and adapt itself if it is to realise and develop the full potential that the market can offer.

Non-tariff barriers

It is not only differences in national tastes that can work against the full exploitation of a tariff-free market. Far more important than this are such barriers as differing industrial standards from country to country, national approval standards and restrictive trading practices which distort competition in the Community.

The desirability of harmonizing technical standards is particularly important, for the need to produce different versions of the same article to meet separate standards in different parts of the market can be a very expensive business and can detract considerably from the economies of scale which are one of the main advantages of having a larger home market. An equally large impediment to trade is the need for certain products to obtain the approval of an authority in the importing country. This can involve long delays and considerable expense; indeed in some cases it is technically impossible to obtain approval in the manner prescribed in the country of intended destination. The Community has embarked on a programme for the establishment of common standards, and the mutual recognition of approvals given in the country of manufacture, on a wide range of industrial products to apply throughout the EEC. Already Community legislation has been passed on certain safety characteristics for motor vehicles, and there is much more to come.

Article 85 of the Treaty bans restrictive practices which distort competition in trade between member states. The ruling applies not only to agreements between firms in member states of the EEC but also to agreements between firms in third countries and firms within the Community. The EEC Commission in Brussels has accumulated a body of case experience to enable it to deal with the question of whether firms' agreements are compatible with the objectives of the Treaty of Rome. A number of categories of agreements between firms have been declared compatible with the Treaty and a useful summary of the current position is set out in the publication *Community Topics* No. 35 (see paragraph 37) 'Ensuring fair competition in the European Community'. Firms may apply to the Commission for a declaration that their agreements do not fall within the scope of Article 85 ('negative clearance') or, where they do fall within the Article's scope, for exemption from the prohibition on the grounds that they bring positive benefits. The Commission's rulings are given in the form of Decisions, details of which have been published from time to time in the former *Board of Trade Journal* and currently in *Trade and Industry*.

Article 86 deals with provisions concerning the improper exploitation of a dominant position in the common market but Community policy has not been developed very far in this direction yet.

In the field of State aids and Government purchasing policies, progress is being made to ensure that there is a fair balance of advantage for industry in the Community as a whole.

Re-adaptation of industry

The progress towards a completely free market being undertaken collectively by the Governments of the Community, has had, and

(*Continued on next page*)

A new look and a new publication day for 'Trade and Industry'

With its next issue, *Trade and Industry* takes on an entirely new look – the result of a complete redesign both of its appearance and typography. In addition, the journal will be published in future on Thursdays – instead of on Wednesdays as at present.

The change that will have the most immediate impact on readers is in the cover design. The full-colour illustrated cover which has been a feature of *Trade and Industry* for over nine years gives way to one designed to provide a quick guide to the journal's principal contents. Each week the title and position of the principal features – and of any supplements – will be displayed on the front cover. Internally, simplified typography and a clearer definition of the principal sections of the magazine will be main features.

From July there will also be a new addition to the regular supplements published to *Trade and Industry*. The monthly bulletin *New Technology* which, until now has circulated in industry as a separate publication, is to be amalgamated with *Trade and Industry*, and will appear on the last Thursday of each month. *New Technology* will give readers regular information on know-how and assistance available to industry from DTI and other Government research laboratories, and from DTI advisory services.

The frequency of another *Trade and Industry* supplement, the 'Green Paper' *Programme of Trade Promotions*, is also to be increased from July, and it will be published quarterly instead of every four months.

The first issue of the new-look *Trade and Industry* will be published on Thursday, July 8.

INDUSTRIAL POLICY AND THE COMMUNITY, *continued*

will continue to have, a profound effect on the organization and development of industry in Europe. Industrial structures which have evolved to meet the needs of individual member states are not necessarily those most suited to realise the full potential of a Community market. It is well known that firms based on the requirements of an individual European State are frequently neither large nor powerful enough to be able to compete effectively with their American or Japanese rivals in the world market. There is a growing awareness of the need to form European companies strong enough to be able to meet this challenge. But the formation of a trans-national group, or just the linking of individual companies across a frontier but without necessarily a full merger is not a simple proposition. Quite apart from the need to arrive at arrangements of general benefit to the parties concerned, considerable procedural difficulties exist because of differences in the legal and fiscal framework used by different countries. The Community are already working hard to harmonize their separate provisions in this respect. They are considering closely the various forms of association that already exist in member states, with a view to seeing which would be most appropriate for the formation of international links of varying degrees of closeness between companies wishing to co-operate with their opposite numbers in other member states. In parallel with this, a great deal of effort has been put into the drafting of a Statute for a European company to provide a legal framework for the establishment of trans-national companies. On the taxation front, the Community is undertaking work concerned with the harmonization of company taxation, so that differing tax systems will no longer be a disincentive to companies wishing for other reasons to merge or link their interests with companies in other member states

To complement the framework, outlined above, within which industry may develop to supply the wider Community market more efficiently, there is a need to improve the arrangements for providing companies with adequate finance to enable them to merge and expand across European frontiers. In the countries of the present Community the capital markets are less well developed than they are in the United Kingdom, but on the other hand there are often closer and more effective links between continental banks and industry than between the British banks and industry. The City of London with its financial expertise and facilities will undoubtedly play a vital part in the development of the capital markets of the enlarged Community, and international links between banks and financial institutions may be expected to grow in the same way as links between industrial companies.

Individuals count

The Europeanization of industry – assisted by the measures discussed above will bring with it a degree of change for individuals working in some of the industries involved. There is a need to ensure that adequate facilities and funds are made available for retraining, resettlement, etc. The Community has been doing this for nearly 20 years in the restricted field of coal and steel, where Community funds have made a considerable contribution towards alleviating the difficulties of the run-down of the coal industry, and the progressive modernization of the steel industries of the Six. Wider provision for resettlement and retraining aid is made through the European Social Fund established under the Treaty of Rome. This fund, which is presently being reorganized, together with the Governments of member states no doubt has an important part to play in helping those affected by the inevitable industrial changes taking place within the Community.

Further development and progress

There can of course be no particular pattern of European industrial development which will endure for all time. The European company will need no less effective high quality managers than their major international competitors of comparable size, and will have to base their decisions on the fullest information and make use of the most modern management techniques. There are therefore great opportunities for establishing new approaches to management and decision taking in industry, based on wider experience and background than can be obtained in any one individual state.

So far progress within the EEC has not been rapid, but firm foundations have been laid in the completion of the Customs union, and it is inevitable that the Community will build on this developing its own industrial policies in the process.

BRITAIN AND THE EEC

Previous articles in this series were published in the following issues of *Trade and Industry:*

Britain's application for EEC membership: progress of the negotiations. May 5, 1971.

The Treaty of Rome: an outline of its principal provisions. May 19, 1971.

The European Coal and Steel and Atomic Energy Communities. June 2, 1971.

The Scope and Form of Community Law. June 16, 1971.

'Take the opportunity of Common Market membership'

– Mr. Nicholas Ridley

EUROPE IS OUR OPPORTUNITY of breaking out of the mood of the last 25 years, Mr. Nicholas Ridley, Parliamentary Under-Secretary of State for Industry told the Manchester branch of the United Europe Association in Preston, on June 25.

'Opportunities nearly always involve taking some risk, and accepting some disadvantages,' said Mr. Ridley. 'But without an opportunity you stay in your rut. It is, in a way, the problem of a young man in a humdrum job with no great future and not all that much security – who is offered a job with great prospects in another part of the country. There are risks and disadvantages too. It is expensive moving. It means new friends. A new way of life. But if he wants to get on he will take the opportunity.

'I believe that Britain now has that opportunity. The chance of breaking out of the mood of the last 25 years, and our relatively unsuccessful economic progress. The terms are reasonable and fair. We are not being asked to sacrifice either ourselves or our Commonwealth friends. There are some disadvantages, but they are nothing compared to the opportunities. We now know – and a White Paper soon will set out the terms in detail – where we are without the thing dragging on for ever.

'Let us not be defensive and negative in the great European debate. Let us not look at it too much from the viewpoint of "what will we have to pay", but rather "what can we make of these opportunities".

'Look first at our industrial trading opportunities – in a total market of 250 million people. Over a transitional period of five years we will adopt the Common External Tariff (CET) and we will abolish tariffs between the Six and ourselves. At present CET has a sizeable effect on some vitally important sectors of British industry: For example, against our buses and trucks it is 22 per cent, against our carpets 24 per cent, 18 per cent against our tractors and up to 18 per cent against in the case of organic chemicals.

'Within three years of entry tariffs would be reduced by 80 per cent. But there would be a reasonable period of adjustment for our Commonwealth and non-EFTA trading partners in their trade with us.

'British industry should be preparing now and urgently to exploit the many advantages of membership. They need to press on with planning and investment decisions.'

Discussing the position of the steel and coal industries Mr. Ridley said that the Community have given an undertaking that it would not question the size and ownership of the British Steel Corporation and of the National Coal Board.

'As I have said', added Mr. Ridley, 'I consider the terms are fair. They strike the right balance between the interests of this country and the interests of the Community.

'I am certain it is right to let Parliament decide the entry issue. This Parliament was elected to sit for five years, and there were many candidates like me, who made it clear where they stood in relation to Europe. I am confident that the terms upon which this great opportunity can be obtained will be acceptable to the country.'

Progress report on the Common Market negotiations: 'We have now broken the back of the negotiations'

– Mr. Rippon's statement to Parliament of June 24

DESCRIBING THE EEC Ministerial meeting in Luxembourg on June 21 and 22 Mr. Rippon said: 'This meeting achieved a number of agreements of the very greatest importance.

Institutions

'The meeting first reached agreement on arrangements for British participation in the main institutions of the Community. Briefly, these arrangements would give this country a place in the institutions equal to that of France, Germany and Italy.

'Certain further details, including our participation in the European Court of Justice, remain to be decided, but I think it is already clear that there will be no difficulty in making arrangements which are perfectly satisfactory to us.

ECSC

'We also reached satisfactory agreement on the problems connected with our entry into the European Coal and Steel Community. In the first place the Community delegation confirmed that they had no intention of calling in question the size or the legal position of the British Steel Corporation or the National Coal Board. We ourselves had never regarded this as a matter for the negotiations. But I was glad to have the Community's statement on the record.

'For our part we have accepted the Treaty of Paris and its implementing legislation and have undertaken to remove incompatibilities between our legislation and practices on the one hand and the Treaty of Paris on the other either before or at any rate very soon after our accession. As regards transitional measures it has been agreed that tariffs for steel products covered by the Treaty of Paris would move at the same rate as has been agreed for industrial products generally. We have also secured a transitional period of two years during which we might, if we wished, maintain control over the export within the enlarged Community of certain high grades of scrap.

'In return for our access to the reserve funds of the Coal and Steel Community, which amount to about £90 million, we have undertaken to contribute roughly £24 million to the reserve funds of the Coal and Steel Community. This is rather less than would be called for on a strict application of the ratio of the value of our coal and steel production to theirs. The £24 million would be paid in three equal annual instalments starting from the date of accession. The money would be banked in the United Kingdom and would be used primarily, if not wholly, in this country.

Arrangements between signature and accession

'I now turn to arrangements to cover the period which would have to elapse between the signature of an accession treaty providing for our membership of the Communities and the entry into force of the treaty after the completion of processes of ratification here and in the member countries of the Community.

'We have agreed with the Community that in this period joint procedures would be establishd to ensure that decisions taken by the institutions of the Community took due account of the interests of candidates as prospective members and that consultations would take place before such decisions were taken. It was perfectly reasonable that the Community on their side should ask for the same procedures to apply to decisions to be taken by the candidate states which might affect their obligations as prospective members of the Community.

Hill farming

'We also raised with the Community the problems of our hill farming areas. They themselves have similar problems and have adopted a variety of methods to deal with them. So they were sympathetic to the needs of farmers in our hill areas, and recognized the need for appropriate action in these areas where special conditions obtain. I am therefore satisfied that in the event of entry we should be able to give the continuing assistance needed to maintain the incomes of farmers in the hill areas.

New Zealand

'The agreement which we reached with the Community in order to provide adequate arrangements for the very special position of New Zealand is a complex one, and I will ask the House to bear with me if I set it out in some detail.

'First, it was agreed that there would be special arrangements for New Zealand dairy products. Quantitative guarantees have been agreed for the first five years, during which New Zealand would be guaranteed a market for agreed quantities. Butter is of course the product of particular importance to New Zealand. The guaranteed quantity for butter would be reduced during the transitional period so that in the fifth year New Zealand would be guaranteed 80 per cent of present quantities. For cheese, for which New Zealand can in any case expect to continue sales to this country at a reasonable level after our entry, the quantities guaranteed would be reduced to 20 per cent in the fifth year. The result is that in terms of milk equivalent New Zealand could be assured of selling 71 per cent of the present quantity even in 1977. The price level would also be guaranteed to New Zealand at the average of that enjoyed here during the years 1969-72. We estimate that this will result in prices to New Zealand substantially higher than the average of recent years.

'During this first five-year period, it would be open to the Council of the Community, on which we would of course be fully represented in accordance with the agreement on institutions of which I have just told the House, to make adjustments as between guaranteed quantities of butter and of cheese, provided that the tonnage expressed as milk equivalent corresponded to the total quantities approved for the two products for the year in question.

'During the third year after our accession, the institutions of the enlarged Community would review the butter situation in the light of the supply and demand position and trends in the major producing and consuming countries of the world, particularly the Community and in New Zealand.

'Among the considerations of which account would be taken during this review would be the progress made towards an effective world agreement on milk products and the question of New Zealand's progress towards diversification of its economy and its exports. The Community has undertaken to make every effort to promote the conclusion of an international agreement on dairy products. We have moreover agreed that the enlarged Community would undertake to pursue a trade policy which would not frustrate New Zealand's efforts to diversify. Increased earnings by New Zealand in other markets might result. I would interject that this particular element of the agreement is of the greatest importance to New Zealand and has been appreciated by New Zealand Ministers as such.

'In the light of this review, the Council of the enlarged Community would decide on suitable measures for ensuring the continuation of the derogation system for New Zealand beyond the end of 1977. This also has been particularly welcomed by New Zealand.

'All this means that New Zealand even in 1977, six years hence, would be guaranteed sales of 136 thousand tons of butter and at least 15,000 tons of cheese. These are minimum guarantees and she might well sell more. Since we estimate that the price which New Zealand would receive would be substantially above the level of recent years, this would give her the prospect over the five years of total export earnings at or above the level of those which she has enjoyed in our market in recent years.

'Taken together this represents a very satisfactory deal for New Zealand and a very considerable concession by the European Community, the implications of which will not be lost on honourable Members. In the circumstances it is gratifying, but not surprising, that the New Zealand Prime Minister has commented:

'"One of the main requirements from our point of view was that there should be comprehensive and specific criteria to govern the review of the special arrangement when the time came for it to be renewed. The review formula represents a major concession to New Zealand and a result which is highly satisfactory."

'He went on to say: "I am confident that we can safeguard New Zealand's interests within the framework of the broad agreement reached between Britain and the Six. Moreover we shall be on a

(*Continued on next page*)

PROGRESS REPORT ON COMMON MARKET NEGOTIATIONS, *continued*

unique footing in our future dealings with the enlarged Community. No other country will enjoy the same advantages."

United Kingdom contribution to Community budget

'Here the arrangements which we have agreed would provide for a maximum annual contribution to be paid by the United Kingdom in the first five years amounting to 8.64 per cent of the Community's budget in 1973, rising to 18.92 per cent of the Community's budget in 1977. Before the end of 1977 the Commission would calculate the contribution which the United Kingdom would have made in 1977 had we then applied in full the Community's budgetary system. On the basis of this calculation, a limitation would be applied to our contribution for a further two years, namely 1978 and 1979, to ensure gradual progression to our full final contribution.

'The House will want to know how the resulting contributions would compare with the estimates which I gave to honourable Members on December 16 when we made our initial proposals. The estimates of the budget of an enlarged Community have been revised downwards substantially since last year. At that time, it was thought that the budget of an enlarged Community might grow to a figure of $4,500 million in 1977. However, the butter mountain of which we heard so much at that time has melted, and agricultural prices in the Community have risen very little over the past four years, while world prices have gone on rising. The price gap, and consequently the cost of agricultural support in the Community have accordingly fallen. The budget is now expected to grow from $3,300 million in 1973 to $3,800 million in 1977.

'In these circumstances, our net contribution, for it is important to remember that we shall be receiving payments from the Community's budget would be around £100 million in 1973, rising perhaps to about £200 million in 1977. These compare with £30 million for the first year under the arrangements I explained to the House on December 16 for 1973 and £140-£180 million for 1977.

'These sums are important ones. But the House will recognize that the Community has made arrangements which would be very satisfactory to this country on a number of other issues during the meeting which I have just attended, particularly on New Zealand. And it is fair and right that this country should, if it joins the Community, play its proper part in all aspects of Community policies and developments.

Fisheries

'Finally, the Conference discussed fisheries, and I want to make quite clear what the position is. As the House knows, we have put forward a proposition based on two essentials. First a recognition by the Community of the need for change in the common fisheries policy and secondly a clear indication of what would be necessary as respects access to fishing grounds in particular. We have suggested exclusive fishing up to six miles from existing baselines for vessels genuinely fishing from home ports. This still remains our position.

'The Six have now recognized that, in an enlarged Community, the access provisions of the common fisheries policy would have to be reconsidered and this will be the point of departure for the further discussions which will be necessary. It has been agreed that these discussions should be held with the Community at Ministerial level at a meeting in the week beginning July 12, and that, at our request, the other applicant countries should also be invited in view of the fact that, as the House is well aware, fisheries is also a matter of great importance to them. I know that the House places great emphasis on a firm agreement on limits before reaching a decision, and that is why I have asked for this early meeting. I will then report further to the House.

Work remaining

'I would like to pay a particular tribute to the understanding and co-operation with which the Community delegation dealt with these matters and to add a special word of appreciation to the role which the Commission played during what were arduous, but what I hope the House will agree, successful negotiations.

'There is still plenty of work to be done. And we have to reach agreement with the Community on transitional arrangements for our movement to Community policies regarding capital movements, on the European Investment Bank and on the safeguarding of employment in Northern Ireland, on the position of the Channel Islands and the Isle of Man, and of course on fisheries.

'But the agreements reached in Luxembourg mean that we have now broken the back of the negotiations. We have been able to progress so far because the Community have demonstrated their political will to see the Community enlarged and to have Britain in as a full member with them.'

Discussion following Mr. Rippon's statement is given in Hansard *for June* 24 *columns* 1610 *to* 1629.

British Export Board will increase impact on export promotion

– Mr. Michael Noble

SPEAKING AT THE Midlands Branch of the Institute of Directors in Birmingham, on June 22, Mr. Michael Noble, Minister for Trade, emphasized the key position the British Export Board will hold.

'Just as this Government seeks to interfere less with business, so at the same time it wants and needs the much closer link with business in its policies and plans. This the BEB will certainly help to provide,' he said. 'In the DTI we are only too happy to give up some of our sovereignty – to use a topical phrase – to ensure a more dynamic approach to exporting. We have watched with admiration – tinged with envy at times – the success of Japan in the export field. While the patterns of Government and business are different there, it is clear that one most important factor in their achievement has been the close link in every export market of Government and industry. This we can fairly seek to rival.

'We must seek a smooth transitional period to avoid disrupting existing plans. When the new Board is in being we can look critically at what we now do, conserve what is found to be good and vigorously seek new and better ways to do those things which will make our visible and invisible trade the envy, as they once were, of the whole world.

'No *one* of the three parts Industry, FCO, DTI can achieve this alone. Together we can and will.'

Speaking about the background to the Government's decision Mr. Noble said: 'For the last 10 years exports, like Gaul under the Romans, were divided into three parts. First an army of keen enthusiastic businessmen led the home forces. They encouraged others to take part in this field of effort and led forays by means of missions and trade fairs to all parts of the world. Secondly the FCO with 220 posts overseas provided much of the essential intelligence and acted as scouts to direct the missions when they arrived overseas towards their objectives. Third the old BOT – now the DTI – provided the sinews of the War – the finance – and acted as the GHQ of the whole operation. Over and above these functions, BOT was responsible for fighting the international battles on the field of GATT and dealt with all international rules of war at OECD and were responsible for ECGD.

'After 10 years of experience certain weaknesses of this tripartite operation became clear.

'In a steadily more professional and expert world it was sensible to look very closely to see how we too – for whom exports were the key to our standard of living – could use our resources most effectively. Our resources even for such an important subject cannot be as large as one might want. Our task therefore was the best use of the £12 million we spend on export promotion.

'The British Export Board will primarily have that task. Consisting, as it will, of some 10 businessmen with one representative from DTI and one from FCO it will plan and direct from one central Board our whole export effort. It will increase the impact of businessmen. It will have far greater independence than BNEC could ever have. Apart from the businessmen on BEB it will be able to call on other businessmen, as BNEC did, to give their time in the most effective way to promote exports either regionally or by product groups as the situation demands from time to time. The BEB will decide the priorities and will allocate the total resources as they think best.

'Not only will they have, I am certain, the support of businessmen as individuals or as part of the CBI and the Chambers of Commerce but they will have the whole force of the DTI with its regional and other services at home and the full co-operation of the FCO with its 220 posts overseas.'

'VAT Bill may come into law by next Easter'

– The Chancellor

THE INTRODUCTION of a Value-Added Tax Bill is planned early in the next Parliamentary Session, Mr. Anthony Barber, Chancellor of the Exchequer announced in a speech to the Association of British Chambers of Commerce in London on June 23, Mr. Barber said that it was hoped that the Bill would pass into law before next Easter, thus providing the legal foundation for the tax.

Earlier the Chancellor had explained the background to the Government's general review of indirect taxation. Speaking of Selective Employment Tax and Purchase Tax, he said: 'In our reform of indirect taxation I decided that we had to get away from the selective nature of our present indirect taxes with all their anomalies and distortions. That is why, after much careful thought, I came to the conclusion that we should have one tax in place of the two existing ones.

'In principle, the value-added tax is a comprehensive tax applying to all commercial transactions in goods and services. And in the last analysis it falls on all forms of spending by consumers in the domestic market. Value-added tax, unlike SET can be fully removed from the price of our exports and can be imposed on imports in a way fully compatible with our international obligations.

'It was not possible to introduce a VAT straight away this year. Necessarily, it takes time to prepare. But when it comes into operation in 1973 we shall have in this country a much fairer system of indirect taxation than we have now. It is, I think, very significant that a VAT has been introduced, or is about to be introduced, in 10 other countries, both inside and outside the Common Market. They can't all be wrong.

'Although value-added tax is by its nature a comprehensive tax it is possible to afford relief to particular sectors. As I said at the time of the Budget, food will in general be relieved of the tax as will newspapers, periodicals and books. There will also be an exemption for small traders. There may be other claims for special treatment and some of these were mentioned in the Green Paper.

'We published the Green Paper at the time of the Budget in order that it would form the basis of discussions with representatives of commerce and industry about the administrative and other details of the tax. In the recent past we have seen examples of new taxes imposed without proper consultation beforehand with the business community – and we were not impressed with the results.

'We are anxious to have proper consultations so that the value-added tax will be built on a firm foundation, and indeed this is now proceeding apace. I know that Chambers of Commerce throughout the country have given a great deal of thought to this tax, and that some representatives of your Association will be going after this lunch to a discussion with those in the Customs and Excise who are engaged on the preparations for the tax and will be responsible for administering it. This is the sort of consultation which I very much welcome – as the Americans would say, eyeball to eyeball!

'Perhaps you might like me to say a few words about the timetable for the introduction of the new tax. Legislation will of course be necessary, and we are planning to introduce a value-added tax Bill early next session. We hope it will be passed into law before next Easter. This will provide the legal foundation for the tax. It will need to be supplemented by regulations on matters of detail. The views of commerce and industry will be fully taken into account at that stage as well as at the present stage of preparing the basic law.

'We envisage that all who have to pay value-added tax will register with the Customs and Excise Department. In view of the numbers concerned the process of registration will have to be spread over a period of several months, starting in the latter part of next year. We are very much aware of the need to keep the administrative requirements to a minimum and to design the simplest possible system, so we will welcome your views on how this can best be done.

'I am sure that between us we shall manage to avoid unnecessary complications in the arrangements for this new tax. When the reform of indirect taxation is complete in 1973 we shall have achieved a worthwhile change which will be truly beneficial to the country.'

Factsheets on Britain and Europe

THE NINTH AND TENTH in the series of Government Factsheets on Britain and Europe are now available free of charge at Post Offices.

No. 9, *The Industrial Arguments*, deals with the implications for British industry in an enlarged Community, and gives a table showing Britain's exports to Western Europe and the Commonwealth.

No. 10, *Some Questions Asked*, deals with various specific questions being widely asked, which are not dealt with in other Factsheets, such as Britain's relations with the Commonwealth, the free movement of labour within the Community, and the English language.

EIS points to export opportunities in building materials

The ever-increasing demand from all parts of the world – and particularly from developing countries – for all kinds of building materials offers United Kingdom manufacturers immense export opportunities. This demand ranges from comprehensive needs for the creation of new towns, erection of schools and universities, shopping complexes, hospitals and similar major projects, for all of which procurement is usually by invitation to tender, to individual components, such as sanitaryware, refractory materials, glass, installation materials, pipes and fittings, boards and partitioning, called for by stockists and users. And in addition to this steady requirement for conventional products, there is in all markets a lively and increasing interest in new products, designs and processes.

The United Kingdom manufacturer might with little research find out in which other countries there should be a demand for his type of products. But this information is of little practical value, without up-to-date and detailed knowledge of specific opportunities which will enable him to enter or increase his hold on the market.

And it is here that DTI's computer-based Export Intelligence Service offers him invaluable aid. From the worldwide network of British Embassies, High Commissions and Consulates details of export opportunities are fed to DTI and, within 48 hours of their receipt, through the Export Intelligence Service to United Kingdom suppliers. Because of the close Government and commercial connections maintained by the overseas Commercial Diplomatic Officers, information about major projects is often obtained in advance of its general release and is reported in the form of 'market pointers' to enable United Kingdom suppliers to make the earliest possible contact with purchasing authorities. Other purchasing and agency firms seeking principals often use the service provided by the overseas posts as the sole channel for making their requirements known.

A typical illustration of the kinds and sources of inquiries received is provided by EIS items issued during May of this year, and which numbered no less than 110 opportunities including market pointers, agency inquiries and calls for tender emanating from 35 countries. These include items in respect of the erection of two schools, a hospital and a hotel from Italy; a shop complex and a school from South Africa; 1,400 house units from Australia; a holiday village from France; a chain of luxury motor hotels from New Zealand; a medical centre for Israel, as well as a variety of inquiries for specific building requirements and offers of agency services from a wide range of markets including the United States, Canada, Germany, India and many others in the Far and Middle East and South America.

A full report on the Export Intelligence Service after its first year of operation appeared in the last (June 23) issue of *Trade and Industry*. For more details of how EIS can help in providing information on building materials export opportunities, contact: Department of Trade and Industry, Export Data Branch, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel. 01-248 5757, telex 886143 BOTHILGATE Ldn); or the nearest regional DTI Office or DTI's offices in Scotland and Wales.

The Fourth International Tin Agreement: an instrument for intergovernmental co-operation

by W. Fox, Secretary, International Tin Council

THE WORLD TIN industry has been the field for effective intergovernmental co-operation since the end of the Second World War. Since 1956, this co-operation has taken the form of successive five-year international agreements in which both tin-producing and tin consuming countries throughout the world have participated.

The Fourth International Tin Agreement, drawn up in the spring of 1970 at a United Nations conference in Geneva, has been signed by 29 governments. The European Economic Community (whose member governments are signatories) has also signed as an intergovernmental organization under Article 50 of the agreement. Given the appropriate number of ratifications by member governments, the Fourth Agreement will come into force on July 1, 1971, the date on which the first meeting under the agreement will be held in London. The United Kingdom Government, which has already ratified, is the depositary government for the agreement, and will convene and open the first meeting.

The post-war tin agreements have all had the same basic objectives. Both producers and consumers recognized that difficulties would result if lack of adjustment between supply and demand resulted in substantial shortages or surpluses. They aimed therefore at creating machinery which would prevent excessive fluctuations in price, and they aimed at ensuring prices fair to both consumers and producers.

In each agreement they have extended these concepts. And the fourth is designed both to prevent excessive fluctuations in suppliers' export earnings from tin and to help increase their export earnings —especially those of the developing countries. In this way the agreement will help provide developing countries with resources for accelerating economic and social development. At the same time, the agreement takes into account the interests of consumers in importing countries.

An objective of the Fourth Agreement is to ensure a long-term equilibrium between tin production and consumption. It also places an obligation on the International Tin Council to keep under review the need for the development and exploitation of new deposits of tin and for the promotion, in co-operation with the United Nations Organizations, of the most efficient mining methods.

Sharp contrasts

Each of the agreements has faced much the same general problems in the tin industry, an industry of sharp geographical and economic contrasts. The great bulk of the world's tin is mined in developing countries in South East Asia, Africa and South America. None of the producing developing countries is a consumer of any importance; in fact, the six in the Third Agreement consumed less than one per cent of their production. The bulk of world consumption of tin metal is grouped in three highly-industrialized areas in the United States, Western Europe and Japan. Among these developed areas the United States mines practically no tin at all, Western Europe mines perhaps one per cent of its consumption and Japan only five per cent. The United Kingdom has in Cornwall the oldest tin mining industry in the world and is anticipating a substantial increase in that output. But, even so, it is unlikely that during the next year or two United Kingdom domestic mine production will be much over one-fifth of United Kingdom consumption. The USSR is a net importer and Australia a net exporter of tin; the People's Republic of China is believed to be a large producer.

The world industry, like most raw material products, has been subject to wide fluctuations in the volume of output, in the level of prices and therefore in the level of total earnings. The consumption of tin varies only slowly. Further, the industry has been subject to pressures from outside the normal supply-demand pattern. The United States – which has not yet been a member of any of the international agreements – held a strategic stockpile of tin metal which at one time in the earlier 1960s was equivalent to over two years of total world supply. And currently the United States stockpile is still well over one year's world supply.

A main instrument for achieving the objectives of the agreement is a buffer stock under the control of a manager appointed by the Council. By means of purchases and sales – principally on the London Metal Exchange – he attempts to keep the price of tin within limits determined by the Council. There is a 'floor' price (currently £1,350 a metric ton) at which he must buy and a 'ceiling' (currently £1,650) at or above which he must sell. The area between is divided into three ranges. In the lower range, the manager may buy or sell provided that he is a net buyer, and in the upper range he may buy or sell provided that he is a net seller. In the middle range (currently £1,460-£1,540) the manager is not normally permitted to intervene in the market. The Council also has the power to control the quantities which may be exported from producer countries in circumstances where the buffer stock alone is insufficient to arrest falling prices.

Emphasis on buffer stock

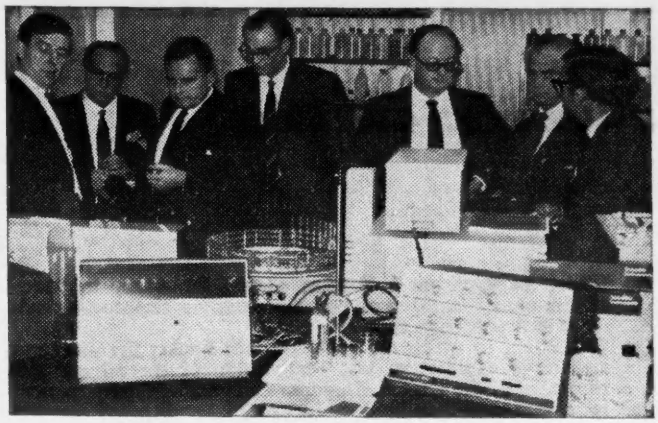
In the early years of the operation of the tin agreements, export control was generally regarded as the major weapon available to the Council. Since the tin crisis of late 1950s, however, when drastic controls were imposed under the First Agreement, export control has proved necessary only once – during the 15 months from September 1968, to December 1969 – and then only on a limited scale. Greater emphasis is now placed on the buffer stock machinery as the principal means by which the Council seeks to achieve market stability.

In general, it is fair to say that buffer stock operations and the application of severe export controls have been able on nearly all occasions when the 'floor' price was challenged, to prevent the market price dropping below the 'floor'. On the other hand, the buffer stock (owing to the absence of metal holdings at the required times) has not, in general, been able to prevent the market price from breaking through the 'ceiling' in the face of price speculation or tin shortage.

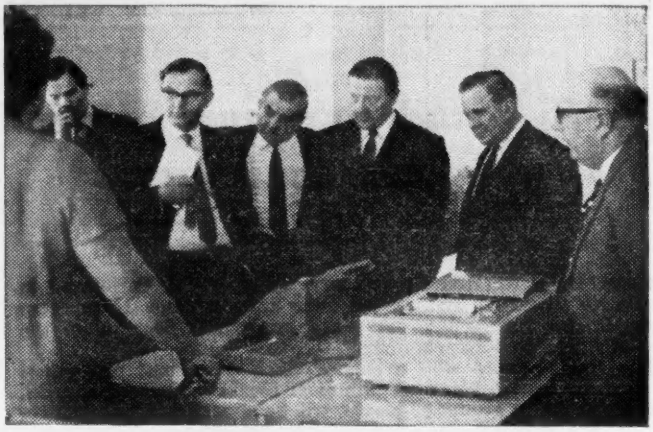
Under the Fourth Agreement, the buffer stock is fixed at the same level as in the two previous agreements – the equivalent of 20,000 tons of tin metal (it was 25,000 tons in the First Agreement). Each producing member of the agreement is obliged to make a contribution to this buffer stock, based on a percentage which assesses his importance in the ranks of producers. Every member, whether a producing or consuming country, may make a voluntary contribution. At the end of each agreement the assets of the buffer stock arising from its buying, selling and investment operations are divided between the contributors. The First Agreement showed a surplus of £3.4 millions and the second one of £4.7 millions. Outside the Fourth Agreement the International Monetary Fund has made it known that, under certain conditions, the Fund is prepared to permit producing, developing members of the agreement to raise most of their contributions to the buffer stock – if they have balance of payment difficulties – by drawing on a new facility established by the Fund.

Six of the major tin-producing countries in the world (Malaysia, Bolivia, Thailand, Indonesia, Nigeria and the Congo Democratic Republic) were members of the first three tin agreements. They accounted for some 90 per cent of world mine production (excluding the USSR and Mainland China). The Fourth Agreement has been signed by the same six and – also as a producer – by Australia (an old producing country which has made a remarkable recent recovery in tin mining, and which has therefore shifted from the status of consumer-member which it held under earlier agreements).

On the consuming side, the First Agreement had initially 14 members, the second 15, and the third ended with 18 – representing slightly over 52 per cent of world consumption. The United Kingdom has been a member since the beginning. The Fourth Agreement has been signed by 22 consuming countries, and among them there appear for the first time the Federal Republic of Germany and the USSR. The most important non-signatory to the Fourth Agreement is still the United States, the world's biggest consumer (approaching one-third of the world total). It has been present at the four UN tin conferences at which the tin agreements have been negotiated but has not as yet joined any. It has, however, had continuous discussions with the Tin Council on the price and other problems arising in connection with disposals (actual or proposed) from the United States strategic stockpile.



The Health Technology Mission from Australia, headed by Dr. C. Baird, Director of Pathology, of the Royal Melbourne Hospital, in Britain last week on an evaluation and purchasing trip in connection with medical equipment, visited the Research Laboratories of EEL (Evans Electroselenium Ltd.) at Church Lane, Braintree. The five members of the mission were impressed with EEL's latest range of medical instruments and expressed interest in purchasing a number of them. Picture shows Dr. C. Baird (third left) with members of the mission studying a range of instruments in the EEL Applications Laboratory.



The Anglo-Soviet Working Party on technical collaboration in medical equipment recently held its second session of meetings in the USSR. The group visited research institutes, hospitals and a medical equipment factory during their stay in Moscow and Leningrad. Progress was made in establishing further areas of collaboration with prospects of trade in medical equipment. Among the establishments visited was the Leningrad Branch of the All-Union Scientific Research Institute for Medical Instrumentation, where members are seen examining Soviet laboratory equipment.

Official appointments

THE SECRETARY OF STATE for Trade and Industry has authorized the following appointment. County Alderman Mrs. K. E. Lambert, to be deputy chairman of the Southern Gas Consultative Council, in succession to Mr. J. E. Thomas, who retires on August 2, 1971.

Lord Robens joins Upper Clyde advisers

LORD ROBENS has agreed to join the group currently advising Mr. John Davies, the Secretary of State for Trade and Industry, on the restructuring of shipbuilding on the Upper Clyde.

Announcing the appointment on June 24, Mr. Davies said: 'I am glad that Lord Robens was so ready to take up my invitation. With his experience of industrial matters he will be an invaluable addition to the group.'

The three advisers who are already at work are: Mr. Alexander McDonald, Sir Alexander Glen and Mr. David MacDonald.

On June 15 Mr. Davies told the House of Commons that he hoped the group would be able, during the course of the next few weeks, to help the orderly re-organization and reconstruction on the Upper Clyde.

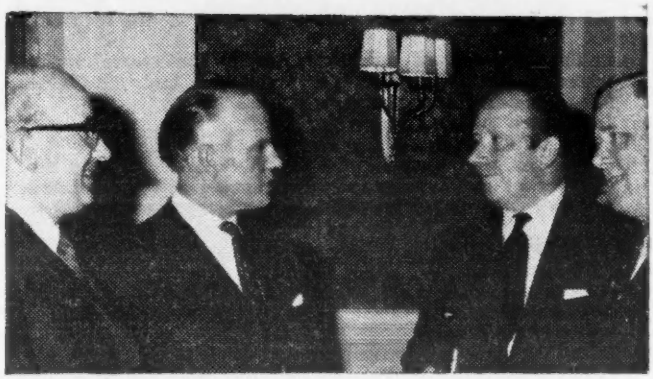
Lord Robens has already begun to study the problems and hopes to meet the other members of the group very shortly.

New chairman of the East Midlands Economic Planning Council

MR. PETER WALKER, Secretary of State for the Environment, has appointed the Duke of Rutland, of Belvoir Castle, Leicestershire, to succeed Sir Mark Henig as chairman of the East Midlands Economic Planning Council with effect from June 16.

Sir Mark Henig holds a number of other public appointments including the chairmanship of the English Tourist Board and membership of the Commission on the Constitution. He was a member of the East Midlands Economic Planning Council when it was first formed in 1965 and became chairman in April 1968.

The Duke of Rutland has been a member of Leicestershire County Council since 1947 and vice-chairman for the past seven years. He is also chairman of Leicester and Rutland Police Authority. He is a member of the Parliamentary Committee of the County Councils Association. He is a landowner and is president of the Lincolnshire branch of the Institute of Directors.



Multi-million pound contracts for the carriage by Freightliners of well over 100,000 containers a year for the next 10 years were signed in London on June 21. The contracts provide for six Freightliner trains each way every week day between various points in the United Kingdom and the new containership terminal at Southampton, which ships of Overseas Containers Ltd. and Ben Line Containers Ltd. (part of the Associated Container Transportation group) will begin to use in 1972. Pictured here with Mr. John Peyton, Minister for Transport Industries (second from right) are, left to right: Mr. W. C. Campbell, operations manager of ACT, Mr. Peter Yarwood, a director and general manager of ACT, and Mr. D. E. Pettit, chairman of the National Freight Corporation.

Clearance of merger proposals by the DTI

THE DEPARTMENT of Trade and Industry announce that on the information at present before them it is not their intention to refer to the Monopolies Commission, under the provisions of the Monopolies and Mergers Act 1965, the proposed mergers between:

Rheem Blagden and Clark Hunter Ltd.

Calor Gas Ltd. and Direct Nitrogen Ltd.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Trade and Industry, *Room 437, Department of Trade and Industry, 1 Victoria Street, London, SW1H 0ET (Tel. 01-222 7877, Ext. 2653/6) not to HMSO.*

Fourth round petroleum production licences: 436 blocks on offer in four main areas

SIR JOHN EDEN, Minister for Industry, announced in Parliament in answer to a written question on June 22, that applications were being invited for further petroleum production licences on the United Kingdom continental shelf.

The fourth round of Continental Shelf petroleum production licences, covers 436 blocks or groups of blocks in four main areas. Fifteen blocks, or groups of blocks, will be allocated by competitive tender. The remainder will be available on terms generally similar to those applying in earlier rounds, but the special preference and mandatory options in certain areas to the Gas Council and the National Coal Board have been dropped.

Invitations to apply, block details and terms of the applications, are contained in the *London Gazette* of June 22 and are illustrated on the accompanying map. Applications must be made before noon on August 20, 1971. Tenders will be opened at 2 p.m. on that day.

Blocks offered

The blocks on offer are comprised generally in the following areas:

(i) in the north-east of the North Sea, in the general region where oil discoveries have been reported in both the United Kingdom and Norwegian sectors;
(ii) to the west of the Orkney and Shetland Islands;
(iii) in Bristol Channel and Western Approaches; and
(iv) in the southern basin of the North Sea, where large discoveries of gas have already been made and where some territory surrendered in 1970 is again being made available.

Background notes:

Financial terms

(a) Application fees: £200 for an application for up to 10 blocks with an additional £5 in respect of each block in excess of the first 10.
(b) Initial payment for licences granted for first six years: £45 per sq. km.
(c) In respect of areas retained beyond the initial six-year term of the licence: annual rentals rising from £50 per sq. km. in the seventh year by annual increments of £30 per sq. km. to a maximum annual rate of £350 per sq. km.
(d) In respect of blocks offered for competitive tender a bid in the form of a premium payable in addition to the initial payment.
(e) Royalty on production: 12 per cent of the value of gas or oil won and saved.

Other terms and conditions

(a) All applicants must be citizens of the United Kingdom and Colonies resident in the United Kingdom or bodies corporate incorporated in the United Kingdom. The profits of the licensees' operations will, of course, be taxable in the United Kingdom.
(b) Before any drilling operations may be undertaken licensees will need to obtain consents from the Secretary of State under model clause 13 (i) of the Petroleum (Production) Regulations, 1966, and under section 34 of the Coast Protection Act, 1949, as applied by the Continental Shelf Act, 1964. Licences incorporating certain specified blocks may be subject to special conditions governing the notice required for, and the timing and circumstances of, drilling.
(c) Licences granted for all blocks will be subject to all provisions of the Petroleum (Production) Regulations, 1966, as amnded by the Petroleum (Production) (Amendment) Regulation, 1971.

Applications for blocks

In considering applications for non-tender blocks the Secretary of State will take the following criteria into account:

(a) Where an applicant is foreign owned the extent to which British-owned companies receive equitable reciprocal treatment in that foreign country.
(b) The extent to which the applicant will further the thorough and rapid exploration and exploitation of the oil and gas resources of the United Kingdom Continental Shelf; particular attention will be paid to the financial and technical capability of the applicant to carry out an acceptable programme of exploration work.
(c) The exploration work relevant to the area applied for which has already been carried out by or on behalf of the applicant.
(d) If the applicant holds or has held licences, his overall performance to date.
(e) The extent of the applicant's contribution actual or planned to the United Kingdom economy including the strengthening of the balance of payments and the growth of industry and employment.

Principal conditions governing tendering are:

(a) A 20 per cent deposit is required with each tender and successful tenderers will be required to pay the balance of the tender within 14 days of the announcement of the awards.
(b) In receiving tenders the Secretary of State reserves the right to reject the highest or any tender either:
  (i) where the tender has been submitted by a foreign-owned applicant if he is not satisfied that British-owned companies receive equitable reciprocal treatment in that foreign country;
  (ii) where the applicant has not followed the rules for the submission of tenders;
  (iii) if he is not satisfied that the applicant has at his disposal the technical resources necessary to carry out a work programme competently, and
  (iv) for any other reason; in such cases the applicant will be given the reason if he so requests.
(c) Subject to the Secretary of State's right to reject any tender, licences will be awarded to the highest tenderers. In the event of equal highest tenders being received each applicant will be given the opportunity of accepting a joint licence each contributing an equal share of the premium offered. If a proposal to award a joint licence is not accepted within 14 days the award of the licence will be at the discretion of the Secretary of State.

Award of licences

The process of considering and evaluating the applications will be started immediately, but since this will involve discussion and negotiations with all applicants some weeks will inevitably elapse before the award of licences can be announced. Licences awarded as a result of competitive tender will not be announced on August 20. Tenderers may attend the opening of tenders if they wish. The names of the successful tenderers will be made known later.

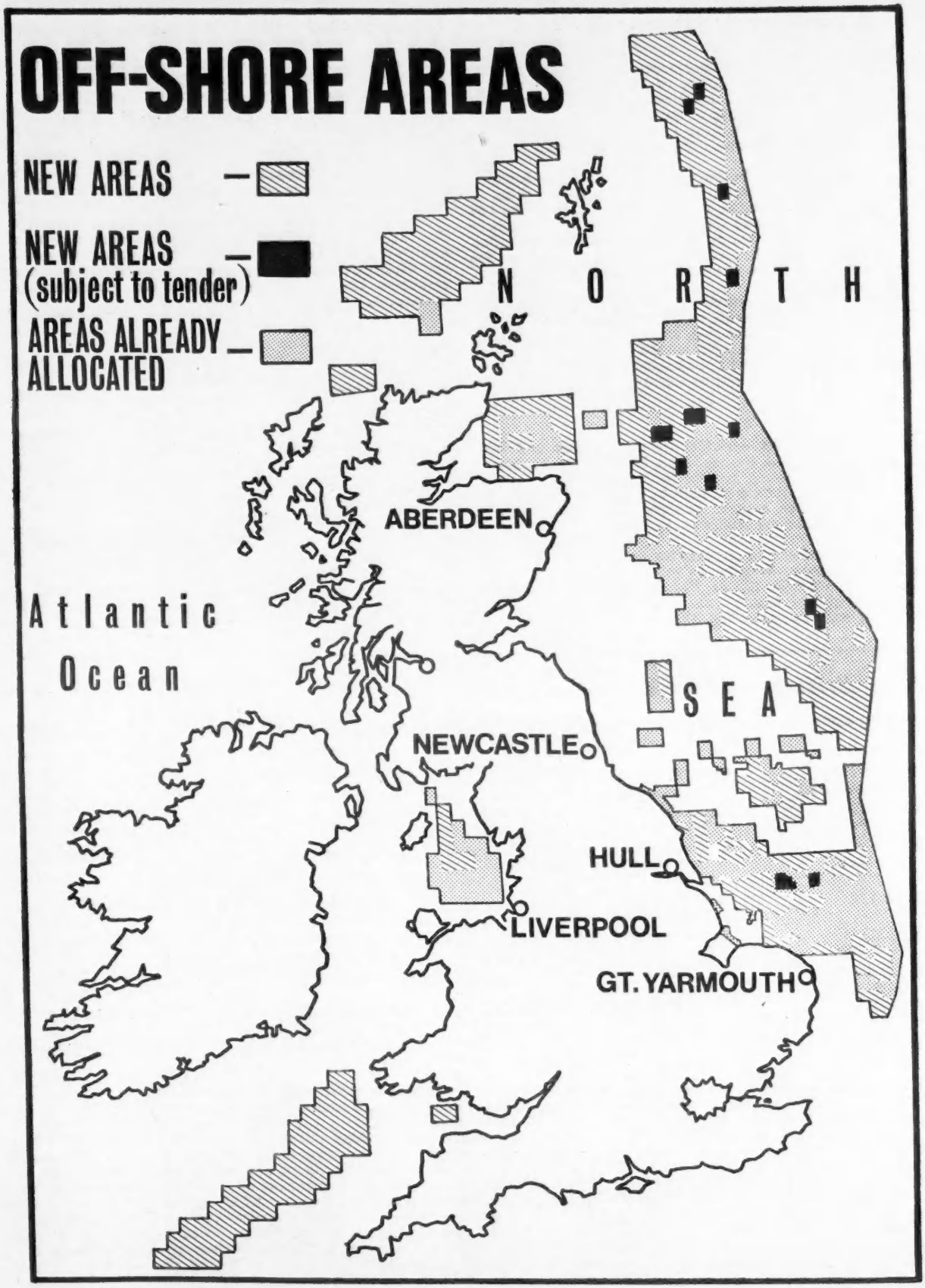
Previous rounds

The first production and exploration licences were issued in 1964. They were confined to the North Sea. Fifty-three production licences were issued covering 348 blocks each being about 250 square kilometres.

The second issue of production licences took place in 1965. One thousand one hundred and six blocks were offered (mainly in the North Sea, but some in the Irish Sea) including those offered in 1964 but not taken up. Thirty-seven licences covering 127 blocks were issued.

The Third Round took place in 1969/70 when 157 blocks were offered and 34 licences covering 101 blocks were issued including a number in the Irish Sea.

(*Continued on page* 674)


OFF-SHORE AREAS
NEW AREAS
NEW AREAS (subject to tender)
AREAS ALREADY ALLOCATED
N O R T H
S E A
Atlantic Ocean
ABERDEEN
NEWCASTLE
HULL
LIVERPOOL
GT. YARMOUTH

PETROLEUM PRODUCTION LICENCES, *continued*

Success to date

(a) Gas. Five major gas fields have been discovered off the East Anglian and Yorkshire coasts. Three of these fields are now in production – West Sole, Hewett and Leman Bank. Four pipelines are in operation, three terminating at Bacton and one at Easington. Production from the other two fields – Indefatigable and Viking – is expected to commence towards the end of 1971 and in 1972 respectively.

The gas from Viking will be brought ashore to a new terminal being constructed near the coast at Theddlethorpe, Lincolnshire.

The average daily production during the past 12 months has been 1,329 million cu. ft. and the latest estimate of recoverable reserves is about 32 trillion cu. ft. to sustain a rate of production of at least 4,000 mcfd by the mid-1970s. In May of this year the intake from the North Sea was equivalent to over 80 per cent of the total gas available.

(b) Oil. Oil has recently been discovered in the Northern basin of the North Sea off the Scottish coast; this has followed closely on the discoveries in the Norwegian Sector. The companies concerned are Shell, BP, Gas Council/Amoco and Phillips. Further appraisal and outstep drilling will be necessary before the commercial importance of these finds can be assessed; the prospects, however, are encouraging.

Licences

Production licences grant exclusive rights to search and bore for and get petroleum in a specified area identified by numbered blocks. The licence is issued for six years initially after which subject to fulfilment of licence obligations, up to half of the area comprised in the licence may be retained. The licence then in respect of the retained area continues in force for a further 40 years.

Exploration licences can be applied for at any time. They are non-exclusive and cover all territorial waters and designated areas not subject to a production licence. Exploration licences allow for activity of a prospective nature only, such as seismic survey and drilling shallow wells not exceeding 350 metres in depth.

Flameproof (FLP) Groups II and III Certificates

WITH EFFECT from July 1 the British Approvals Service for Electrical Equipment in Flammable Atmospheres (BASEEFA) will assume responsibility for the work of supplementary certification of modifications to all Groups II and III apparatus covered by Certificates originally issued by the Safety and Health Division of the former Ministries of Power and Technology.

Applications for Supplementary Certificates for Groups II and III apparatus should accordingly be made to–The Director, BASEEFA, Department of Trade and Industry, SMRE Laboratories, Harpur Hill, Buxton, Derbyshire.

Manufacturers holding a Licence to do so may continue to use the Registered Trade Mark, 'FLP' within the outline of a crown, on Groups II and III apparatus covered by Certificates issued by Safety and Health Division so long as any subsequent modifications to such apparatus are covered by Supplementary Certificates issued by BASEEFA.

Second national conference on metrication

THE METRICATION BOARD'S second national conference 'Going Metric – Building and Civil Engineering' will be opened by Julian Amery, Minister for Housing and Construction, on July 14 at the Mount Royal Hotel, London.

This one-day conference will review progress and future programmes in design, materials and construction. The conference chairman will be Herbert J. Cruickshank, deputy chairman of Bovis Holdings, a member of the Metrication Board and chairman of its Steering Committee for the Industrial Materials and Construction Industries.

The conference is being organized for the Metrication Board by Conference Productions, 2 Trevor Street, London, S.W.7 (Tel. 01-589 9712) who will accept registrations until July 8.

Visits by British overseas commercial representatives

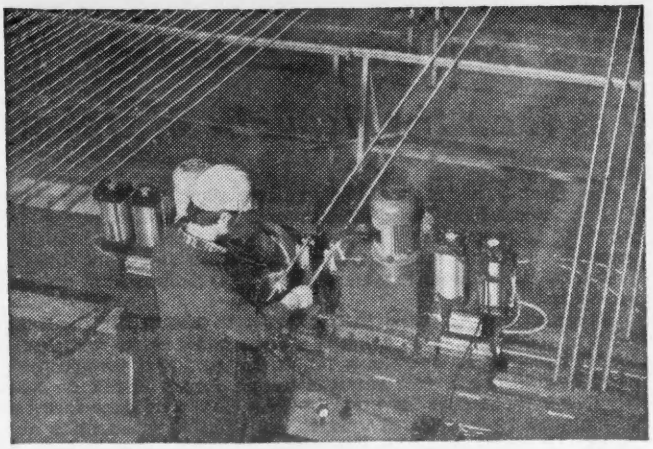
The following Commercial Diplomatic Officers are expected to be in this country shortly, when they will be available for discussion.

		Available	In present post since
ARGENTINA (Buenos Aires)	C. W. G. EDMONDS-BROWN Third Secretary (Commercial)	August/September	November 1968
BRAZIL (Sao Paulo)	C. A. G. CHAMPNESS Vice-Consul (Commercial)	September	August 1969
ICELAND (Reykjavik)	D. H. FOWLER, MBE First Secretary and Head of Chancery	September	June 1969
KUWAIT	B. ENGLAND Attache (Commercial)	September	February 1970
MALTA (Valletta)	R. K. ROBERTSON First Secretary (Commercial)	July/September	July 1969
NIGERIA (Lagos)	D. FERNYHOUGH Commercial Officer	September/October	April 1969
PORTUGAL (Lisbon)	B. D. GATELY Second Secretary (Commercial)	September/October	November 1969
SAUDI ARABIA (Jedda)	D. A. HAMLEY First Secretary (Commercial)	September	September 1969

British firms and organizations, other than those in the areas covered by the Department of Trade and Industry offices for the Eastern Region and the London and South Eastern Region, who wish to meet any of these officers to discuss specific export problems are asked to write for an appointment to the appropriate Department of Trade and Industry Regional Director (Exports) stating the nature of the problem and commodities involved. (The Department's Regional Offices together with the areas covered and the appropriate office for Northern Ireland were listed on page 445 of *Trade and Industry* of March 3, 1971). Those firms and organizations in the London-based Regions mentioned above (together with those in other Regions who would prefer, or who would be prepared if necessary, to meet the officer for an interview in London) should write to Tours Section, Department of Trade and Industry, Room G60, Export House, 50 Ludgate Hill, London, EC4M 7HU.

Because visiting officers often have only limited time at their disposal it may not always be possible to arrange an interview. Where it is not possible, firms are reminded that the Export Services Division of the Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU, who are in close touch with all overseas representatives can very often supply advice, or the information that applicants hoped to obtain at the interview. Outside London the Regional Offices of the Department of Trade and Industry or, in Northern Ireland, the Ministry of Commerce, Belfast, can also supply this help.

STAINLESS STEEL FOR SWEDISH NUCLEAR POWER STATION



A £1.6 million scheme, to consolidate and expand the stainless tube-making operations of TI Stainless Tubes Ltd., a TI Steel Tube Division company, on one site at Walsall, Staffs, has been completed on schedule within the budget forecast. The outstanding feature of the rationalized plant is a new complex capable of processing 33 metre lengths in outside diameters from 16 mm to 70 mm and of bending diameters up to approximately 38 mm into U-forms for applications such as feedwater heater tubes in nuclear power stations. This stainless tubemaking complex is the only one of its type in the United Kingdom and the most up-to-date in Europe. Picture shows U-forms being cut to length before final visual inspection and packing. The tubes illustrated form part of the £½ million order won by TI Stainless Tubes for the feedwater heater tubes of Ringhals 1 BWR nuclear power station being built for the Swedish State Board.

New Customs forms

HM CUSTOMS and Excise are introducing two new forms – C10 and C11 – which are to be used for entering goods imported for home use in place of the existing Forms XS 22, XS 23 and XS 107. They have also revised Form P.T.9 which is used for entering imported goods which are liable to purchase tax.

The new forms will be brought into use on August 1, 1971 *except* at London Airport (where the new LACES computerized documentation will shortly be introduced).

A new Customs Notice No. 465, entitled 'The New Customs Entry Forms', gives full information about when and how to use the forms; it has been designed to fit into the Customs Tariff binder.

Supplies of this Notice and of the new forms (including a continuation sheet C104A) are now available. They may be obtained from Customs and Excise Offices. Further information or advice can be obtained from these Offices or from HM Customs and Excise, General Inquiries, King's Beam House, Mark Lane, London EC3R 7HE.

Anti-dumping action on ammonium nitrate from Romania

FOLLOWING THE Department of Trade and Industry's investigation into imports of ammonium nitrate and calcium ammonium nitrate from Romania on which they imposed provisional charges to anti-dumping duty on April 1, the Romanian supplier has now given the Department an undertaking that these fertilizers will not be exported to the United Kingdom at less than the fair market prices.

In view of this undertaking the Department is imposing an anti-dumping duty only on Romanian ammonium nitrate imported into the United Kingdom at less than fair market price during the period April 1, 1971, to June 22, 1971, when the provisional charges were in operation. The rate of this duty is £3.39 per ton, and the difference between this amount and the provisional charge of £5 per ton will be refunded. No anti-dumping duty is being imposed on imports of Romanian calcium ammonium nitrate during this period as there were no imports of this fertilizer at prices significantly below the fair market price. Accordingly provisional charges collected on these imports will be refunded.

Copies of the Order giving effect to these arrangements, the Anti-Dumping Duty (No. 33 Order, 1971 (SI 1971 No. 1048 are available from HMSO, 59 High Holborn, London, W.C.1 (price 3p) or by post from HMSO, PO Box 569, London, S.E.1. (price 5½p).

Applications for temporary exemption from import duty

THE DEPARTMENT OF TRADE AND INDUSTRY are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Department of Trade and Industry, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by July 14.

Tariff Heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.16	Sodium glycollate	Sodium glycollate solid crystal	December 31, 1971	13630
29.19	*trans*-2-Chloro-1-(2, 4, 5-trichlorophenyl) vinyl dimethyl phosphate	2-Chloro-1-(2, 4, 5-trichlorophenyl) vinyl dimethyl phosphate	December 31, 1971	13609
29.23	Potassium 4-aminobenzoate	Potassium para-aminobenzoate	December 31, 1971	13631
29.35	Adenosine 5'-(dipotassium dihydrogen triphosphate)	Adenosine 5'-triphosphate, dipotassium	December 31, 1971	13622
	Adenosine 5'-(sodium dihydrogen pyrophosphate)	Adenosine 5'-diphosphate, sodium	December 31, 1971	13619
	2 - Chloro - 4 - (1 - cyano - 1 - methylethylamino) - 6 - ethylamino - 1, 3, 5 - triazine	2 - (4 - chloro - 6 ethylamino - S - triazin - 2 - ylamino) 2-methyl propionitrile	December 31, 1971	13610
	Coenzyme A, trilithium salt	Coenzyme A, lithium	December 31, 1971	13623
	2'-Deoxyadenosine 5'-(disodium dihydrogen triphosphate)	2'-Deoxyadenosine 5'-triphosphate disodium	December 31, 1971	13624
	2' - Deoxycytidine 5' - (sodium trihydrogen triphosphate)	2'-Deoxycytidine 5'-triphosphate, sodium	December 31, 1971	13625
	2'-Deoxyguanosine 5'-(tetrasodium triphosphate)	2'-Deoxyguanosine 5'-triphate, sodium	December 31, 1971	13626
	Thymidine 5'-(trisodium hydrogen triphosphate)	Thymidine 5'-triphosphate, sodium	December 31, 1971	13629
	4-(Triphenylmethyl) morpholine	N-Tritylmorpholine	December 31, 1971	13611
29.43	*di*Magnesium hydrogen D-ribose 5-phosphate 1-pyrophosphate	5-Phosphorylribose 1-pyrophosphate magnesium	December 31, 1971	13628
85.21	Bases for packaging electronic microcircuits, such bases consisting of a square or rectangular sheet of single or multilayer alumina ceramic furnished with a central metal circuit pad and metal or ceramic square or circular sealing frame, and with printed refractory metal conductor paths which terminate as leads at one edge of the ceramic or are bonded to metal alloy lead frames along two opposite or all four edges, all exposed and unglazed metal surfaces being gold-plated	Ceramic multilayer circuit packages for large, single-chip circuits	December 31, 1971	11771

Import duties on certain cotton textiles from countries in the Commonwealth Preference Area other than the Republic of Ireland

THE SECRETARY OF STATE for Trade and Industry was asked last month to make a statement with regard to the coverage of the proposed tariff on cotton textiles from the Commonwealth Preference Area due to come into effect on January 1, 1972.

Mr. Anthony Grant replied: 'Broadly speaking, our intention is to impose the new duties, generally at 85 per cent of the mfn rates, on those goods which are now subject to quota restrictions when imported from certain countries. I hope to publish details of the proposed tariff sub-headings in *Trade and Industry* next month and a copy will be placed in the Library of the House.'

For the guidance of traders and other interested parties the tariff items concerned and rates of import duty are published below. This schedule shows the rates of import duty and tariff descriptions which, subject to Parliamentary approval, will be in force at January 1, 1972; it takes account of the implementation of the final stage of the Kennedy Round concessions and, for headings Nos. 59.08 and 59.13, the main descriptions have been amended in accordance with the Brussels Nomenclature changes recommended by the Customs Co-operation Council.

The schedule, which should be read in conjunction with the existing Customs and Excise Tariff, includes only those tariff headings under which changes are being made in order to impose new duties on imports of cotton textiles from countries in the Commonwealth Preference Area duties are (*see page 678*) other than the Irish Republic; asterisked.

Importers are reminded that in order to obtain the preferential rates of duties for these goods it will be necessary to comply with the Commonwealth Preference regulations and that the appropriate certificate of origin and consignment on forms XS113 or XS120 must be completed in the usual manner. Copies of these forms and of Customs Notice No. 27A which gives further information about claims for Commonwealth Preference, may be obtained from any Customs House, from the Secretary, HM Customs and Excise, King's Beam House, Mark Lane, London, E.C.3 or from United Kingdom Commercial Representatives abroad.

Any inquiries about this notice should be addressed to Tariff Division, Department of Trade and Industry, Brunswick House, Matthew Parker Street, S.W.1 (Telephone No. 01-222 7877, Ext. 2544).

Tariff heading	Rate of duty	
	Full	Commonwealth
CHAPTER 55		
55.05 Cotton yarn, not put up for retail sale:		
(A) Containing more than 5% by weight of silk, of man-made fibres or of both together	13%	85% of the full rate
(B) Other	7·5%	*85% of the full rate
55.06 Cotton yarn, put up for retail sale:		
(A) Containing more than 5% by weight of silk, of man-made fibres, or of both together	13%	85% of the full rate
(B) Other	7·5%	*85% of the full rate
55.07 Cotton gauze	25%	*20%
55.08 Terry towelling and similar terry fabrics, of cotton	17·5%	*85% of the full rate
55.09 Other woven fabrics of cotton	17·5%	*85% of the full rate
CHAPTER 58		
58.04 Woven pile fabrics and chenille fabrics (other than terry towelling or similar terry fabrics of cotton falling within heading No. 55.08 and fabrics falling within heading No. 58.05):		
(A) Containing silk or man-made fibres	17·5%	85% of the full rate
(B) Not containing silk or man-made fibres:		
(1) Containing more than 50% by weight of cotton	17·5%	*85% of the full rate
(2) Other	17·5%	Free
58.10 Embroidery, in the piece, in strips or in motifs:		
(A) Containing silk or man-made fibres	20%	85% of the full rate
(B) Not containing silk or man-made fibres:		
(1) Containing woven fabric of which the cotton content exceeds 50% by weight of the total textile fabric content	20%	*85% of the full rate
(2) Other	20%	Free
CHAPTER 59		
59.07 Textile fabrics coated with gum or amylaceous substances, of a kind used for the outer covers of books and the like; tracing cloth; prepared painting canvas; buckram and similar fabrics for hat foundations and similar uses:		
(A) Containing silk or man-made fibres	17·5%	85% of the full rate
(B) Not containing silk or man-made fibres:		
(1) Containing woven fabric of which the cotton content exceeds 50% by weight of the total textile fabric content	17·5%	*85% of the full rate
(2) Other	17·5%	Free
59.08 Textile fabrics impregnated, coated, covered or laminated with preparations of cellulose derivatives or of other artificial plastic materials:		
(A) Containing silk or man-made fibres	17·5%	85% of the full rate
(B) Not containing silk or man-made fibres:		
(1) Containing woven fabric of which the cotton content exceeds 50% by weight of the total textile fabric content	17·5%	*85% of the full rate
(2) Other	17·5%	Free
59.09 Textile fabrics coated or impregnated with oil or preparations with a basis of drying oil:		
(A) Containing silk or man-made fibres	17·5%	85% of the full rate
(B) Not containing silk or man-made fibres:		
(1) Containing woven fabric of which the cotton content exceeds 50% by weight of the total textile fabric content	17·5%	*85% of the full rate
(2) Other	17·5%	Free
59.11 Rubberised textile fabrics, other than rubberised knitted or crocheted goods:		
(A) Containing silk or man-made fibres	17·5%	85% of the full rate
(B) Not containing silk or man-made fibres:		
(1) Containing woven fabric of which the cotton content exceeds 50% by weight of the total textile fabric content	17·5%	*85% of the full rate
(2) Other	17·5%	Free
59.12 Textile fabrics otherwise impregnated or coated; painted textile fabrics being theatrical scenery, studio back-cloths or the like:		
(A) Fabrics:		
(1) Containing silk or man-made fibres	17·5%	85% of the full rate
(2) Not containing silk or man-made fibres:		
(a) Containing woven fabric of which the cotton content exceeds 50% by weight of the total textile fabric content	17·5%	*85% of the full rate
(b) Other	17·5%	Free
(B) Theatrical scenery, studio back-cloths or the like	17·5%	Free
59.13 Elastic textile fabrics (other than knitted or crocheted goods):		
(A) Containing silk or man-made fibres	17·5%	85% of the full rate
(B) Not containing silk or man-made fibres:		
(1) Woven fabric containing more than 50% by weight of cotton	17·5%	*85% of the full rate
(2) Other	17·5%	Free
59.14 Wicks, of woven, plaited or knitted textile materials, for lamps, stoves, lighters candles and the like; tubular knitted gas-mantle fabric and incandescent gas mantles:		
(A) Containing man-made fibres	17·5%	85% of the full rate
(B) Not containing man-made fibres:		
(1) Of woven fabric containing more than 50% by weight of cotton	17·5%	*85% of the full rate
(2) Other	17·5%	Free
59.15 Textile hosepiping and similar tubing, with or without lining, armour or accessories of other materials:		
(A) Containing more than 5% by weight of silk, of man-made fibres, or of both together	17·5%	85% of the full rate
(B) Other:		
(1) Containing woven fabric of which the cotton content exceeds 50% by weight of the total textile fabric content	17·5%	*85% of the full rate
(2) Other	17·5%	Free
59.16 Transmission, conveyor or elevator belts or belting, of textile material, whether or not strengthened with metal or other material:		
(A) Containing more than 5% by weight of silk, of man-made fibres, or of both together	17·5%	85% of the full rate
(B) Other:		
(1) Containing woven fabric of which the cotton content exceeds 50% by	14%	*85% of the full rate

Tariff heading	Rate of duty	
	Full	Commonwealth
weight of the total textile fabric content		
(2) Other	14%	Free
59.17 Textile products and textile articles, of a kind commonly used in machinery or plant:		
(A) Bolting cloth, not treated or operated upon, containing no other fibre than silk	Free	Free
(B) Woven textile felts of a kind used in paper-making machinery, in the form of tubes or endless bands, whether woven as such or assembled by splicing, sewing or otherwise, or in the form of flat fabrics fitted with eyelets or other means of fastening, ready for assembly into tubes or endless bands by such fastening	6%	Free
(C) Other textile fabrics; cords, braids and the like of a kind used as packing or lubricating materials:		
(1) Containing silk or man-made fibres	17·5%	85% of the full rate
(2) Not containing silk or man-made fibres	17·5%	Free
(D) Other:		
(1) Containing more than 5% by weight of silk, of man-made fibres, or of both together	20%	85% of the full rate
(2) Other:		
(a) Containing woven fabric of which the cotton content exceeds 50% by weight of the total textile fabric content	20%	85% of the full rate
(b) Other	20%	Free
CHAPTER 61		
61.01 Men's and boys' outer garments:		
(A) Containing more than 20% by weight of silk, of man-made fibres, or of both together	£0·2500 per lb. or 20%, whichever is the greater.	90% of the full rate
(B) Containing more than 5% but not more than 20% by weight of silk, of man-made fibres, or of both together	20%	18%
(C) Other:		
(1) Containing woven fabric of which the cotton content exceeds 50% by weight of the garment	20%	*85% of the full rate
(2) Other	20%	Free
61.02 Women's, girls' and infants' outer garments:		
(A) Containing more than 20% by weight of silk, of man-made fibres, or of both together	£0·2500 per lb. or 20%, whichever is the greater	90% of the full rate
(B) Containing more than 5% but not more than 20% by weight of silk, of man-made fibres, or of both together	20%	18%
(C) Other:		
(1) Containing woven fabric of which the cotton content exceeds 50% by weight of the garment	20%	*85% of the full rate
(2) Other	20%	Free
61.03 Men's and boys' under garments, including collars, shirt fronts and cuffs:		
(A) Containing more than 20% by weight of silk, of man-made fibres, or of both together	£0·2500 per lb. or 20%, whichever is the greater	90% of the full rate
(B) Containing more than 5% but not more than 20% by weight of silk, of man-made fibres, or of both together	20%	18%
(C) Other:		
(1) Containing woven fabric of which the cotton content exceeds 50% by weight of the garment	20%	*85% of the full rate
(2) Other	20%	Free
61.04 Women's,girls' and infants' under garments:		
(A) Containing more than 20% by weight of silk, of man-made fibres, or of both together	£0.2500 per lb. or 20%, whichever is the greater	90% of the full rate
(B) Containing more than 5% but not more than 20% by weight of silk, of man-made fibres, or of both together	20%	18%
(C) Other:		
(1) Containing woven fabric of which the cotton content exceeds 50% by weight of the garment	20%	*85% of the full rate
(2) Other	20%	Free
61.05 Handkerchiefs:		
(A) Containing more than 20% by weight of silk, of man-made fibres, or of both together	£0·2500 per lb. or 20%, whichever is the greater	90% of the full rate
(B) Containing more than 5% but not more than 20% by weight of silk, of man-made fibres, or of both together	£0·1250 per lb. or 20%, whichever is the greater	£0·1100 per lb. or 18%, whichever is the greater
(C) Other:		
(1) Containing woven fabric of which the cotton content exceeds 50% by weight of the article	£0·0750 per lb. or 20%, whichever is the greater	*85% of the full rate
(2) Other	£0·0750 per lb. or 20%, whichever is the greater	Free
61.06 Shawls, scarves, mufflers, mantillas, veils the like:		
(A) Containing more than 20% by weight of silk, of man-made fibres, or of both together	£0·2500 per lb. or 20%, whichever is the greater	90% of the full rate
(B) Containing more than 5% but not more than 20% by weight of silk, of man-made fibres, or of both together	20%	18%
(C) Other:		
(1) Containing woven fabric of which the cotton content exceeds 50% by weight of the article	20%	*85% of the full rate
(2) Other	20%	Free
61.07 Ties, bow ties and cravats:		
(A) Containing more than 20% by weight of silk, of man-made fibres, or of both together	£0·2500 per lb. or 20%, whichever is the greater	90% of the full rate
(B) Containing more than 5% but not more than 20% by weight of silk, of man-made fibres, or of both togeher	20%	18%
(C) Other:		
(1) Containing woven fabric of which the cotton content exceeds 50% by weight of the article	20%	*85% of the full rate
(2) Other	20%	Free
61.08 Collars, tuckers, fallals, bodice-fronts, jabots, cuffs, flounces, yokes and similar accessories and trimmings for women's and girls' garments:		
(A) Containing more than 20% by weight of silk, of man-made fibres, or of both together	£0·2500 per lb. or 20%, whichever is the greater	90% of the full rate
(B) Containing more than 5% but not more than 20% by weight of silk, of man-made fibres, or of both together	20%	18%
(C) Other:		
(1) Containing woven fabric of which the cotton content exceeds 50% by weight of the article	20%	*85% of the full rate
(2) Other	20%	Free
61.09 Corsets, corset-belts, suspender-belts, brassieres, braces, suspenders, garters and the like (including such articles of knitted or crocheted fabrics), whether or not elastic :		
(A) Containing more than 20% by weight of silk, of man-made fibres, or of both together	£0·2500 per lb. or 20%, whichever is the greater	90% of the full rate
(B) Containing more than 5% but not more than 20% by weight of silk, of man-made fibres, or of both together	20%	18%
(C) Other:		
(1) Corsets and similar body-supporting under garments and brassieres not containing embroidery, net, lace or material resembling lace:		
(a) Containing woven fabric of which the cotton content exceeds 50% by weight of the garment	15%	*85% of the full rate
(b) Other	15%	Free
(2) Other:		
(a) Containing woven fabric of which the cotton content exceeds 50% by weight of the article	20%	*85% of the full rate
(b) Other	20%	Free
61.10 Gloves, mittens, mitts, stockings, socks and sockettes, not being knitted or crocheted goods:		
(A) Containing more than 20% by weight of silk, of man-made fibres, or of both together	£0·2500 per lb. or 25%, whichever is the greater	90% of the full rate
(B) Containing more than 5% but not more than 20% by weight of silk, of man-made fibres, or of both together:		
(1) Gloves, mittens and mitts wholly or partly cut out of fabric containing cotton and sewn up (but excluding gloves known as astrakhan gloves and gloves, mittens and mitts in which the fabric containing cotton is present in the lining only)	£0·1250 per lb. or 25%, whichever is the greater	£0·1100 per lb. or 20%, whichever is the greater
(2) Other	£0·1250 per lb. or 22·5%, whichever is the greater	£0·1100 per lb. or 20%, whichever is the greater
(C) Other:		
(1) Gloves, mittens and mitts wholly or partly cut out of fabric containing cotton and sewn up (but excluding gloves known as astrakhan gloves and gloves, mittens and mitts in which the fabric containing cotton is present in the lining only):		
(a) Containing woven fabric of which the cotton content exceeds 50% by weight of the article	25%	*85% of the full rate
(b) Other	25%	Free
(2) Other	20%	Free
61.11 Made up accessories for articles of apparel (for example, dress shields, shoulder and other pads, belts, muffs, sleeve protectors, pockets):		
(A) Containing more than 20% by weight of silk, of man-made fibres, or of both together	£0·2500 per lb. or 20%, whichever is the greater	90% of the full rate
(B) Containing more than 5% but not more than 20% by weight of silk, of man-made fibres, or of both together	20%	18%
(C) Other:		
(1) Containing woven fabric of which the cotton content exceeds 50% by weight of the article	20%	*85% of the full rate
(2) Other	20%	Free
CHAPTER 62		
62.01 Travelling rugs and blankets:		
(A) Containing more than 5% by weight of silk, of man-made fibres, or of both together	20%	17%
(B) Other:		
(1) Containing woven fabric of which the cotton content exceeds 50% by weight of the article	20%	*85% of the full rate
(2) Other	20%	Free
62.02 Bed linen, table linen, toilet linen and kitchen linen; curtains and other furnishing articles:		
(A) Containing more than 5% by weight of silk, of man-made fibres, or of both together	20%	17%
(B) Other:		
(1) Bedspreads, quilts, sheets, pillow cases, bolster cases, mattress cases,	17·5%	*85% of the full rate

(*Continued on next page*)

IMPORT DUTIES ON CERTAIN TEXTILES, *continued*

Tariff heading	Rate of duty	
	Full	Commonwealth
and face, hand and bath towels, wholly of cotton and not containing embroidery, net, lace or material resembling lace		
(2) Other:		
(a) Containing woven fabric of which the cotton content exceeds 50% by weight of the article	20%	*85% of the full rate
(b) Other	20%	Free
62.04 Tarpaulins, sails, awnings, sunblinds, tents and camping goods:		
(A) Containing more than 5% by weight of silk, of man-made fibres, or of both together	20%	85% of the full rate
(B) Other:		
(1) Tent roofs, each of a weight of not less than 2 tons	Free	Free
(2) Other:		
(a) Containing woven fabric of which the cotton content exceeds 50% by weight of the article	20%	*85% of the full rate
(b) Other	20%	Free
62.05 Other made up textile articles (including dress patterns):		
(A) Containing more than 5% by weight of silk, of man-made fibres, or of both together	20%	90% of the full rate
(B) Other:		
(1) Containing woven fabric of which the cotton content exceeds 50% by weight of the article	20%	*85% of the full rate
(2) Other	20%	Free

The Countries and Territories in the Commonwealth Preference Area, excluding the Irish Republic are:

Ashmore and Cartier Islands
Australian Antarctic Territory
Bahamas
Barbados
Bermuda
Botswana
British Antarctic Territory
British Honduras
British Indian Ocean Territory (comprising the Chagos Archipelago, Aldabra, Farquhar and Desroches)
British Solomon Islands Protectorate
Brunei
Burma
Canada
Cayman Islands
Ceylon
Channel Islands
Christmas Island
Cocos or Keeling Islands
Commonwealth of Australia
Cyprus
Falkland Islands and Dependencies
Fiji
Gambia
Ghana
Gibraltar
Gilbert and Ellice Islands Colony
Guyana
Heard Island and McDonald Islands
Hong Kong
India
Isle of Man
Jamaica
Kenya
Leeward Islands (comprising Antigua, Montserrat, St. Christopher, Nevis and Anguilla)
Lesotho
Malawi
Malaysia (comprising the Federation of Malaya, Sarawak and Sabah)
Malta
Mauritius
New Zealand
Nigeria
Norfolk Island
Pakistan
Papua
Republic of South Africa
Ross Dependency
St. Helena (with Ascension and Tristan da Cunha)
Seychelles
Sierra Leone
Singapore
South West Africa
Swaziland
Tanzania (comprising Tanganyika and Zanzibar)
Territory of New Guinea
Tonga
Trinidad and Tobago
Turks and Caicos Islands
Uganda
Virgin Islands (British)
Western Samoa
Windward Islands (comprising Dominica, Grenada, St. Lucia and St. Vincent)
Zambia

Temporary reduction in import duty on unsweetened canned pears to be continued

THE EXISTING TEMPORARY reduction from 15 per cent to 5 per cent in the full and EFTA rates of import duty on unsweetened canned pears is to be continued to December 31, 1971. The initial period of temporary reduction in this duty, from January 1 to June 30, 1971, was announced by the Department of Trade and Industry on December 11, 1970. The continuation of the temporary reduction is brought into effect by the Import Duties (Temporary Reductions) (No. 1) Order 1971 (SI 1971 No. 1013). Copies may be obtained from Her Majesty's Stationery Office, 49 High Holborn, London, WC1 and branches (price 2p) or by post from HMSO, PO Box 569, London, SE1 (price 4½p).

Notes:

The extension of this temporary reduction follows an application for removal of the 15 per cent duty. No decision has yet been taken on the permanent level.

Unsweetened canned pears and pear pulp are classified to tariff sub-heading 20.06(L)(2).

Imports from the Commonwealth Preference Area continue to be free of duty.

The Order continues the temporary reduction of the import duty on canned pears and pear pulp, unsweetened. These pears are used mainly in the production of fruit salad, and pulp in the production of baby foods.

Total imports in 1970 of unsweetened canned pears and pear pulp amounted to 1,588 tons (£166,000) of which 1,362 tons (£142,000) came from Italy. In the first 4 months of 1971 imports totalled 1,016 tons (£112,000) of which 1,005 tons (£111,000) came from Italy.

Further consideration will be given to the level of this duty before the end of the year in the light of experience and the considerations already put before the Department.

Government Publications

required by customers in London may be obtained quickly from

Her Majesty's Stationery Office, 49 High Holborn, W.C.1

Aviation and Shipping

RB 211: United Kingdom Government statement to United States Senate

REPLYING TO A question in Parliament on June 23, which asked what answer had been given by the Secretary of State for Trade and Industry to requests for him to give evidence before Congress on the RB211 engine, Mr. Frederick Corfield, Minister for Aerospace, replied: 'The following is the text of a statement which is today being transmitted to the Chairman of the Banking, Housing and Urban Affairs Committee of the United States Senate'.

Launching aid

The British Government gave launching aid of £47 million (about $110 million) in 1968 to assist the development of the RB211 by Rolls-Royce. The aid, like the company's own contribution to costs, was to be recovered from the sale of production engines and the British Government understands that this was fully reflected in the price quoted.

The launching aid was given in accordance with long-standing Government policy to assist aerospace projects judged worthy of support; it does not give an unfair advantage to British aerospace companies as compared with those in other countries, which have the benefit of similar aid or large military programmes.

Launching aid, in accordance with our standard practice, involved no Government commitment to support Rolls-Royce generally, or to support the RB211 beyond the £47 million agreed.

The original contract between Lockheed and Rolls-Royce

The British Government were in no sense parties to this contract, and had no part in the price settlement which secured the RB211 order by Lockheed. It was the sole responsibility of Rolls-Royce. The Rolls-Royce price had, of course, to bear United States customs duty.

Export credits

The British Export Credit Guarantee Department (ECGD) does not provide any finance; this is provided by United Kingdom commercial banks on the basis of ECGD credit insurance.

The rate charged by United Kingdom banks on loans of $192.7 million to United States airlines was, effectively, about 6¼ per cent per annum. This rate was not in any way special to Rolls-Royce and was the normal rate charged at the time to finance long-term credit for United Kingdom exports. The present effective rate is about 7¼ per cent. These rates should be compared with those charged or supported by Eximbank for United States exports.

The length of credit for business underwritten by ECGD accords with international understandings on export credit for large civil jet aircraft.

The appointment of a receiver for Rolls-Royce

The decision to seek the appointment of a Receiver was taken by the Board of Rolls-Royce Ltd., on their own responsibility, having regard to the company's financial position and advice from their lawyers. This was in accordance with the requirements of Company Law in England. Under English Law, the Directors of a company which continues trading at a time when there is no reasonable prospect of its creditors being paid, may incur both civil and criminal liability.

The British Government had no duty or commitment to support the old Rolls-Royce company in business.

However, the Government decided to acquire and to continue in operation the aero-engine assets of Rolls-Royce which were essential not only for United Kingdom defence purposes but also to many air forces and airlines throughout the world.

In addition, in view of the effects both in the United Kingdom and at Lockheed if the RB211 were dropped, the Government immediately undertook to finance the project on an interim basis in order to keep open the option for Lockheed to retain the engine in the TriStar. The Government will, by August 8, have spent some £40 million ($96 million) to this end; expenditure is running at a rate of almost $5 million per week.

Future support for the RB211

The British Government has offered to fund the completion of development of the RB211 engine to meet the current requirements for the Lockheed TriStar aircraft. It has also offered to bear losses incurred in supplying the engine to present customers on the new terms negotiated with them and Lockheed, and to enable Rolls-Royce to maintain the necessary support facilities throughout the life of the engine. The total sum involved is likely to be around £130 million ($310 million). This support is essential if the engine is to go ahead: otherwise, the programme would collapse, with serious results to all concerned. How much of the British Government's contribution will be recovered will depend upon the eventual sales of the engine.

A team of eminent experts whom the Government commissioned in February to review the RB211 programme reported that they were confident that the engine can be successfully developed to meet Lockheed requirements as a reliable and efficient engine. However, before finally committing itself to the very large amount of additional expenditure required to complete the RB211 programme, the British Government asked the United States Administration to assist in providing effective support for the TriStar project, in order that there could be an assurance that it would be completed.

Assurance that the TriStar programme will be completed

The assistance of the United States Government takes the form of the guarantees for which the United States Administration is seeking Congressional authority, the amount of $250 million being that which the United States Administration expect will be sufficient to assure the continuity of the TriStar project. The British Government understand that before providing such guarantees to Lockheed, the United States Administration will have taken steps to satisfy themselves that the other requirements for the completion of the project (notably the confirmation of current airline orders) are met.

If the guarantees mentioned above cannot be given by August 8, 1971, the agreement between Lockheed and Rolls-Royce for supply of the RB211, and the British Government's offer of support, will not become effective. The parties principally concerned with the RB211/TriStar project agreed that, since the announced date for the beginning of the summer Congressional recess is August 6, it would be reasonable to expect a decision on the United States Administration's proposal to Congress by August 8.

Following its discussions with the United States Administration and Lockheed, the British Government has taken the view that, just as support for the RB211 can be given only by the British Government, the future of the TriStar could not be adequately assured without United States Government support sanctioned by Congress. This view has been borne out, we understand, in testimony offered by United States banks and airlines, who are also anxious to have a decision by August 8.

'Getting at the root of the aircraft noise problem'

TWO MAIN WAYS in which the Government is seeking 'to alleviate the misery caused by aircraft noise' were described by Mr. Eldon Griffiths, Under-Secretary of State, Department of the Environment, in a speech to the British Association for the Control of Aircraft Noise on June 19. The two ways were the reduction of noise at source and noise abatement procedures and controls.

'It is in the quietening of aircraft themselves that we are getting at the root of the problem', Mr. Griffiths continued. 'Here is another example of the harnessing of technology to pollution control. Here we have been making real progress'. He said that the Aircraft Noise Certification Order 1970 will prevent the operation of future aircraft types in this country unless they are, in general, only about half as noisy as current types. For the heaviest aircraft it will be still more restrictive; for a single noise standard will apply to all new types of over 600,000 lb. take-off weight. The scheme will begin to bear fruit in a few years and by the end of the decade it will have made a handsome contribution to noise abatement. But it cannot, of course, in itself do anything to reduce the noise levels of present day types.

Consultation with manufacturing countries

This problem, he said, had not been forgotten. 'The Governmen, is engaged in consultation, both with the main manufacturing countries and more widely with the International Civil Aviation Organization, to reach agreement on the next steps on quietening measures for three different categories of aircraft – those in current service or on order, future versions of current types, and developments from existing "parent" types. Each of these classes presents different practical difficulties in quietening and requires the costs and benefits of noise reduction measures to be separately assessed'.

Meanwhile, he went on, we have to deal with the situation of the present day, given the present level of intrinsic noisiness in the aircraft and the present pattern of population on the ground.

Operational procedures and restrictions

This means that we have to call on a whole battery of operational procedures and restrictions in an attempt to reduce the misery of those who live near our major airports. We have restrictions on the running of aircraft engines on the ground, restrictions on the numbers of jet movements at night; restrictions on the noise levels of departing aircraft; we have systems for the selection of runways and directions of departures and arrival so as to mitigate disturbance; we have controls for the routeing of aircraft after take off so as to avoid as far as possible major concentrations of population and for keeping aircraft, on approach, as high as possible for as long as possible to minimize noise levels on the ground below. These measures add up to a formidable array, without which the plight of residence near airports would be very much worse. And each one of them works against the interests of the owners and operators of airports and aircraft. The interest of the airline operator is to get his aircraft away from the airport and on to its route as quickly and economically as possible; of the pilot to operate his aircraft for optimum performance and to keep his very considerable work-load on departure and arrival to a minimum; of the airport owner, to maximize the use of his airport; and of the air traffic control service, to ensure the orderly and expeditious handling of aircraft movements.

A question we are asking ourselves at the moment, Mr. Griffiths said, is whether the sum of human misery would be diminished or increased if we were to disperse aircraft after take-off much more widely. This would increase the number of households exposed to aircraft noise but would reduce the greatest nuisance which people could experience.

'For guidance on this problem we have turned to the Noise Advisory Council and it was only the other day that the Council discussed a Report prepared by one of their Working Groups.

'It makes fascinating reading. Quite apart from a thorough and detailed examination of the question, on which the Working Group's recommendations will be carefully studied by the Secretary of State for Trade and Industry, the Report also draws together for the first time by an independent body, all the problems and the various interests of different parties in operating modern jet aircraft from major airports.

'It is intended to publish the report, as soon as possible, and I am sure that it will be found helpful to all concerned in this field of environmental protection', he added.

Measurement of wind speed and flow direction

A 125-PAGE MONOGRAPH 'Pressure-probe Methods for determining Wind Speed and Flow Direction' by D. W. Bryer and R. C. Pankhurst, of the National Physical Laboratory, published by Her Majesty's Stationery Office, reviews the present state of knowledge in this specialized field.

Pressure-probe measurements are suitable for a variety of industrial and laboratory applications and usually provide the simplest method of determining mean-flow quantities. Standard instruments used with adequate precautions can give high accuracy, whilst for most industrial purposes simple equipment and methods suffice.

Presented in a manner suitable for those unfamiliar with pressure-probe instrumentation the collated information from a wide selection of specialist literature should provide a reference source of considerable value to the expert as well.

The subjects covered are the measurement of total pressure, static pressure stream velocity and flow direction, together with practical considerations in the construction of the pressure probes. Associated apparatus including orientation and traversing devices and manometers of various types is also discussed.

The Monograph is available from HMSO, price £3.50.

DTI to hold marine inquiry

AN INQUIRY under Section 471 of the Merchant Shipping Act 1894 is to be held into allegations that following a collision between the motor vessel Wimbrown Three and the Smiths Knoll light vessel (off Cromer) in March 1970 the master of the Wimbrown Three, Douglas Brownrigg, holder of a certificate of competency as Master Home Trade, failed to render such assistance or give such information as is required under Section 422 of the Merchant Shipping Act 1894. The inquiry will be held at 10.30 a.m. on July 6 at Seymour Hall, Seymour Place, Marylebone, London, W.1.

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Parliamentary Answers

Below is a selection of Parliamentary Answers of interest to trade and industry

FRIDAY, JUNE 18

Trade with Member-Countries of the Arab League

Questions were asked about the value, country by country, during the latest 12-month period for which figures are available, of the imports and exports between the United Kingdom and each of the 14 countries of the Arab League; the value of the imports and exports between the United Kingdom and Israel during the same period, and the value of the oil imported into the United Kingdom from each of the oil-producing members of the Arab League during the latest 12-month period for which figures are available. Mr. Michael Noble, Minister for Trade, replied that for 1970 and later periods, the figures were published in the December 1970 and subsequent issues of Overseas Trade Statistics. Figures were shown for total imports and exports in Tables II and V, and for oil imports by country in Table III. The member countries of the Arab League were Algeria, Iraq, Jordan, Kuwait, Lebanon, Libya, Morocco, the Peoples' Republic of Southern Yemen, Saudi Arabia, Sudan, Syria, Tunisia, United Arab Republic and Yemen.

Imports from New Zealand

Mr. Noble was asked to list for industry, beef, mutton, butter and cheese, respectively, the imports into the United Kingdom from New Zealand in 1960 and 1970, indicating what percentage of New Zealand's total exports these figures represented. He gave the following information:

	United Kingdom imports from New Zealand		New Zealand exports to the United Kingdom as a percentage of total New Zealand exports	
	1960	1970	1960	1969/70†
	£'000	£'000	Per cent	Per cent
Industrial materials (‡)	44,382	37,425	*12·1*	*6·4*
Beef	3,782	6,183	*0·9*	*1·0*
Mutton	4,618	2,910	*0·9*	*0·4*
Lamb	54,309	74,010	*4·5*	*5·1*
Butter	45,002	46,423	*14·8*	*9·4*
Cheese	18,173	16,382	*5·7*	*3·2*

(†) The latest available figures relate to the year ending June 30, 1970
(‡) Sections 2, 4, 5 and 6 of the Overseas Trade Statistics

MONDAY, JUNE 21

Dollar Land Co. Ltd.

A Member asked on what date the Secretary of State was informed that the board of Dollar Land Company Ltd. would hold a meeting to consider the1969 accounts by the end of May; when this meeting was held; and what action was taken to satisfy the Secretary of State that the promise of the Board of Directors as made to him was in fact carried out. Mr. Nicholas Ridley, Parliamentary Under-Secretary of State for Industry, answered: 'We were informed early in May that a meeting of the company's directors would be held on May 19, and we were afterwards informed that the meeting had been held on that day.'

Imports of newsprint and woodpulp

Replying to a question on the extent to which imports of newsprint and woodpulp from Scandinavia and elsewhere, which would be duty-free in accordance with the Secretary of State's recent statement, would be subject to quota restrictions if Great Britain were to join the European Economic Community, Mr. Ridley said: 'We are assured of duty free imports of woodpulp without quantitative limit. As regards newsprint the duty free quota would be for needs in excess of domestic production.'

Trade with Australia

Mr. Anthony Grant, Parliamentary Under-Secretary of State for Trade, was asked to estimate the loss of trade between Great Britain and Australia if Great Britain were to enter the European Economic Community without obtaining any exemption from the Common Agricultural Policy for imports from Australia. Mr. Grant replied that no reliable estimate was possible but a wide range of Australian exports to Britain were not covered by the Common Agricultural Policy. It had been agreed in our negotiations with the EEC that where the application of that policy threatened to cause serious difficulties for significant volumes of trade from third countries, it was the intention of the enlarged Community to take effective measures to deal with disruption.

Exports to EEC

Asked which products exported to the European Economic Community would benefit from a larger market by the achievement of economies of scale in production or marketing, Mr. Noble said that potentially there would be opportunities for all British products. Much would depend on the enterprise shown by individual firms in exploiting the opportunities of the larger market.

UK trade

The following information was given by Mr. Noble in answer to a request for an up-dated version, for the years 1958 to the latest available date, of Table 11 in the White Paper, **Britain and the European Communities,** Command Paper No. 4289.

Redundancies at Spadeadam

Mr. David Price, Parliamentary Under-Secretary of State for Aerospace, was asked how many persons were likely to be made redundant at Spadeadam, Cumberland, in the immediate future; what were the prospects for obtaining suitable employment for them; and if he would give an assurance that there would be no further redundancies. Mr. Price answered "Twenty-six persons will be leaving the Establishment by June 30, 1971; it is not expected that the redeployment of most of these workers will present any undue problem. It is likely that the numbers employed will be further reduced by the end of the year mainly by natural wastage. The situation will be discussed by the management with the local representatives of the unions concerned.'

Trade with New Zealand

Mr. Noble was asked the value of New Zealand's exports of meat and dairy products to the European Economic Community in 1970, compared with New Zealand's exports of the same commodities to Great Britain. He said that in the year ending June 1970 New Zealand's exports to the European Economic Community were for meat £0.9 million, and for dairy products £1.9 million. The figures for exports to the United Kingdom were £53.1 million and £65.2 million respectively.

Fifty-three per cent and 34 per cent of New Zealand's sales went to the United Kingdom in 1960 and 1970 respectively, Mr. Noble said in reply to another question.

A further question concerned the proportion of New Zealand's mutton exports going to Japan. Mr. Noble answered: 'Sixty-eight per cent in the year ending June 1970; the figure for lamb was negligible.'

British Steel Corporation

An inquiry was made as to the current rate of increase in borrowing by the British Steel Corporation and its outstanding indebtedness. Mr. Ridley replied that at March 31, 1971 the

(*Continued on next page*)

EXTERNAL TRADE OF THE UNITED KINGDOM
(Trade statistics basis)

	1958		1970 (‖)		Percentage increase 1958-1970
	£ million	Per cent of total	£ million	Per cent of total	
Imports, cif (†):					
Total	3,834		9,029		*135*
Of which:					
EEC	538	*14*	1,822	*20*	*239*
EFTA (‡)	438	*11*	1,415	*16*	*223*
Commonwealth	1,329	*35*	2,158	*24*	*62*
Rest of World	1,529	*40*	3,615	*40*	*136*
Food, beverages and tobacco	1,490	*39*	2,052	*23*	*38*
Basic materials and fuels	1,345	*35*	2,310	*26*	*72*
Manufactured goods	977	*25*	4,566	*51*	*367*
Exports (including re-exports) fob (§):					
Total	3,391		8,063		*138*
Of which:					
EEC	490	*14*	1,754	*22*	*258*
EFTA (‡)	369	*11*	1,286	*16*	*249*
Commonwealth	1,249	*37*	1,695	*21*	*36*
Rest of World	1,283	*38*	3,291	*41*	*157*
Food, beverages and tobacco	221	*7*	514	*6*	*133*
Basic materials and fuels	314	*9*	480	*6*	*53*
Manufactured goods	2,757	*81*	6,808	*84*	*147*

(†) Excludes imports of United States military aircraft in 1970
(‡) Includes Finland and Iceland
(§) Does not contain any allowance for under-recording of exports which is estimated to be 2 per cent of total exports in 1970
(‖) In 1970 items valued at less than £50 were not allocated to specific countries and areas

PARLIAMENTARY ANSWERS, *continued*

British Steel Corporation had borrowings of £231 million outstanding from the National Loans Fund and facilities for £135 million of temporary borrowing. Command 4635 anticipated further borrowings of £289 million from the NLF during 1971-72; but the Secretary of State expected to make a further statement on the Corporation's financial and development position soon.

British steel industry

A Member asked: 'Since the size and structure of the British steel industry are matters for the British Government, what powers would the European Coal and Steel Community have over the British steel industry in an enlarged European Economic Community.' Mr. Ridley answered: 'Those powers deriving from the Treaty of Paris, the overall objective of which is to secure a situation of orderly competition within the Community.'

Copyright fees

In reply to a question on the extent to which the application of the Treaty of Rome's rules on competition would affect the copyright fees on tape recordings for British firms on Great Britain's entry into the Community, Mr. Ridley said: 'These fees are negotiated by Copyright owners. I know of no reason why they should be affected.'

Restrictive practices

Mr. Ridley was also asked to what extent the application of the Treaty of Rome rules or the provisions dealing with sales and dealership arrangements which involves fixed prices would apply on Great Britain's entry into the European Economic Community generally and with regard to the radio and television industry in particular. He answered: 'I assume that the hon. Member is referring to Article 85 of the Treaty of Rome which contains a general prohibition on restrictive agreements and practices between companies which affect trade between the member states of the EEC. This Article and the Regulations made under it would apply to British Industry, including the radio and television industry, in the same way as they now apply to industry in the Six.'

Asked to what extent the application of the Common Market's policy on the ending of state monopolies and the unrestricted market in trade and goods would have to be applied to Great Britain's state industries on Great Britain's entry into the European Economic Community; and what effect this would have on these industries, Mr. Ridley said that the measures agreed by the Community as regards state monopolies referred to specific goods, for which no monopoly existed in the United Kingdom. Our nationalized industries would not be affected.

Petroleum storage

A Member asked why the Department of Trade and Industry leased to the Esso Oil Company at St. Michaels in the Hamlet, Toxteth, land and storage tanks which were a potential danger to the public in that they were not fitted with any alarm system to indicate when tank capacity was reached. Mr. Ridley answered that in accordance with the terms of the agreement for hire between the Department and Esso, the company were required to obtain a Petroleum Storage Licence before conducting operations on the site. The licence which was obtained was not conditional on the provision of alarms.

Industrial development

Mr. Grant answered questions on industrial development in Wales, the Manchester area, Sunderland, Merseyside and Mosshill Industrial Estate.

TUESDAY, JUNE 22

Atmospheric pollutants

Mr. Price was asked if he was satisfied with the existing facilities for measuring the heavy metal content of atmospheric pollutants. He said: 'Yes; satisfactory methods exist for measuring the small quantities of heavy metals found in the atmosphere. The deployment of the facilities for such measurements at the Warren Spring Laboratory is determined in consultation with the Department of the Environment.'

British Steel Corporation

Sir John Eden, Minister for Industry, was asked to make a further statement on the Government's policy towards the British Steel Corporation. 'It is hoped to do so shortly,' he replied.

Industrial development certificate approved

Sir John Eden was asked how many industrial development certificates were approved during the months April-May 1971 in each of the planning regions; how many new jobs were estimated to arise, male and female; and what are the comparative figures for the same period in each year from 1965. He said: 'The information requested for the April-May period in the years from 1967 onwards is given in the following table. I regret that the information for the same period in 1965 and 1966 is not readily available but I will write to the hon. Member shortly.'

Dollar Land Co. Ltd.

Mr. John Davies, Secretary of State for Trade and Industry, was asked what action he had taken during the past month to ensure that the Dollar Land Company Ltd. carried out the Companies Act so far as presentation and adoption of the company's 1968, 1969, and 1970, accounts; and when he expected to initiate prosecutions for failing to have directors or having directors without the necessary share qualifications in the period November 21, 1969 to June 4, 1970. He replied: 'Accounts for 1968 were adopted at an annual general meeting held on December 30, 1970. My Department remain in close touch with the company in regard to the accounts for 1969. I do not propose to prosecute any former director of the company for acting as a director when he had not the necessary share qualifications.'

White Paper on Metrication

Mr. John Davies said, in reply to a question that work was still proceeding on the White Paper on Metrication. 'I do not expect to be in a position to publish it before the Recess,' he added.

Harland and Wolff Ltd.

Asked to announce the name of the new chairman of Harland and Wolff Ltd., Mr. Ridley said, 'The Northern Ireland Government are taking steps to strengthen the management of this company and will be making an announcement in due course.'

Atmospheric pollution in South Wales

In reply to a suggestion that the relevant facilities at the Warren Springs Laboratory should be devoted to make special researches into atmospheric pollution in the South Wales valleys Mr. Price said that the need for such research was being considered by the Departments concerned. The facilities of the Warren Spring Laboratory could be made available if required.

Companies Act

A Member asked if the Secretary of State would introduce legislation to amend the Companies Acts so as to add a schedule to the Act of 1948 to be the model memorandum and articles of association of an unlimited company having no share capital; and if he would, in the meantime, state what advice the Registrar gives to promoters of such companies desirous of drafting an acceptable memorandum and acceptable articles in preparation for application for registration of such a company. Mr. Ridley answered: 'No, Sir. I think it right that the promoters of a company in this uncommon class should consider what form, within the limitations imposed by the Act, the memorandum and articles should take if the company is to serve its purpose. The advice to promoters would be to consult their legal advisers and, perhaps, to look at Table C.'

Industrial Development certificate approved (Projects of 10,000 sq. ft. and over)

	April-May 1967			April-May 1968			April-May 1969			April-May 1970			April-May 1971 (‡)		
	No.	EAE (†)		No.	EAE (†)		No.	EAE (†)		No.	EAE (†)		No.	EAE (†)	
		Males	Total		Males	Total		Males	Total		Males	Total		Males	Total
North	29	1,709	2,237	36	3,509	4,583	38	2,582	3,970	37	3,428	5,003	18	370	410
Yorkshire and Humberside	53	977	1,522	50	865	1,846	41	1,398	1,851	44	773	1,497	35	1,102	1,720
East Midlands	31	330	459	31	438	992	30	584	955	44	1,061	1,452	20	716	1,134
East Anglia	26	424	638	29	623	1,007	33	1,897	2,590	24	553	660	9	424	757
South East	120	1,509	1,915	117	1,903	2,471	146	2,819	3,612	139	2,566	3,920	90	1,610	2,183
South West	21	622	1,038	35	1,289	2,455	26	1,024	1,535	36	973	1,803	23	242	453
Wales	20	1,323	2,462	30	866	1,049	35	2,704	3,250	23	2,445	2,840	17	1,141	1,913
West Midlands	40	672	781	52	422	523	55	1,151	1,550	42	333	447	32	491	661
North West	56	1,295	2,628	87	2,471	3,492	63	1,512	3,054	70	2,194	3,306	31	486	689
Scotland	35	1,860	3,052	29	2,868	4,213	48	1,835	3,651	30	764	1,287	37	587	754

Notes:
(†) Estimated Additional Employment – Applicants' estimates of the additional employment expected to arise when the projects are complete and fully manned
(‡) The April-May figures are provisional
The exemption limits were raised in December 1970 to 5,000 sq. ft. in the Midlands and South East and 10,000 sq. ft. elsewhere

WEDNESDAY, JUNE 23

British Steel Corporation

Mr. Ridley was asked whether the British Steel Corporation was now having to borrow in order to pay the weekly wages of its employees. 'No,' replied 'the Corporation has a positive cash flow on trading but needs to borrow for investment and working capital purposes.'

Exploitation of North Sea oil and gas areas

Sir John Eden was asked to make a statement on what protections for the consumer and the nation were provided under the proposed plan for allocating licences by tender for the exploitation of North Sea oil and gas areas. Sir John replied: 'The National interest is adequately covered by the conditions governing the tender arrangements. In the event of success, the consumer will be protected by the normal market forces which apply under both methods of application.'

Coal stocks

Mr. Ridley told a Member who asked if current stocks of house coal were sufficient to last through a severe winter, that stocks were rising and provided there was no serious interruption in production the National Coal Board expected supplies to be sufficient.

THURSDAY, JUNE 24

Export of video tape recordings

Mr. Noble was asked why export licences are necessary for video tape recordings; why individual licences for separate countries are required for eastern Europe; and, in view of the administrative work involved when tapes have to pass through several countries for auditioning, sales, and re-exporting, if he would seek to remove the necessity for such licences.

Mr. Noble answered: 'Video tapes are subject to export control for strategic reasons in accordance with our international obligations. The nature of this control makes it necessary to issue licences for each consignment to destinations other than the Commonwealth, the Republic of Ireland, the Republic of South Africa, or the United States.'

Parliamentary answers on aviation and shipping

THURSDAY, JUNE 17

Civil Aviation: European Conference and fares

Lord Drumalbyn, Minister without Portfolio, was asked if a statement would be made concerning the one-day conference attended by representatives of the Department of Trade and Industry and British European Airways under the auspices of the European Civil Aviation Conference in Paris on June 2, and whether changes in the fares-fixing machinery were discussed. Lord Drumalbyn replied that the purpose of this meeting with the airlines was to exchange views about traffic on the North Aatlantic routes and the possibility of reducing fares. There was also some discussion of the International Air Transport Association's unanimity rule, but this was only incidental to the main topic of conversation. No conclusions were reached.

MONDAY, JUNE 21

Rolls-Royce M45 turbo engine

Mr. Frederick Corfield, Minister for Aerospace, was asked what financial assitance had been given to Rolls-Royce 1971 Ltd. for the development of the Rolls-Royce M45 turbo fan engine; and whether the company was seeking further Government finance for the project. He answered that the Federal German Government provided financial assistance for the M45H engine which was undertaken by Rolls-Royce Ltd. in collaboration with SNECMA for the VFW614.

Proposals for revised funding arrangements were under discussion with Rolls-Royce (1971) Ltd. and its French and German partners.

Pilotage Act

Mr. John Davies, Secretary of State for Trade and Industry, was asked what representations he had received from the Thames Pilot and Boat Owners Association on the working of the Pilotage Act 1913 in view of their current dispute with the Corporation of Trinity House; he said: 'I undersand that some members of the Association have written to a number of hon. Members asking for their support. As some aspects of this matter are the subject of an appeal in the Courts, it would not be proper for me to comment.'

Second-force international airline

Answering a question on the estimated effect on commercial aviation of the creation of a second-force international airline, Mr. Michael Noble, Minister for Trade, said: 'The immediate effect has been to provide a sound basis for the future development of the independent sector of the industry. The main benefits will accrue over time.'

TUESDAY, JUNE 22

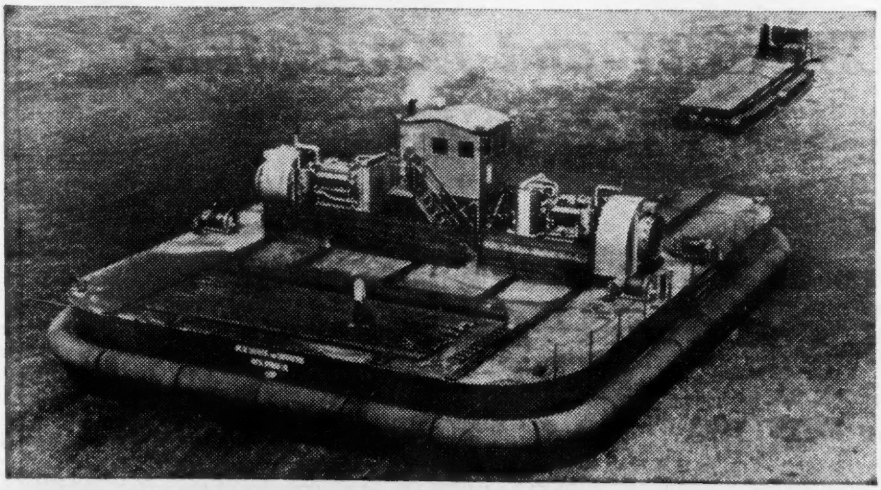
Aerodromes in the London area

A Member asked if powers would be sought to provide airfields for corporate and business aviation in the London area, in addition to those presently available at Gatwick and Heathrow. Mr. Noble said that such powers already existed, but the Government looked to local interests to provide aerodromes other than those owned by the British Airports Authority. A number of aerodromes were already available for business aviation in the London area.

WEDNESDAY, JUNE 23

Air services and passengers' representations

In reply to a question as to whether HM Government have any plans for recommending to the International Air Transport Association a system by which the considered views of passengers and would-be passengers may be adequately considered by member airlines along with those of the Association, Earl Ferrers said: 'The Government believe that consumer bodies would do best to make their representations to Governments, who have the ultimate responsibility for approving the agreements reached by members of the International Air Transport Association. In due course, if the Bill at present before Parliament becomes law, the Civil Aviation Authority will also have a role to play in these matters. The Government will ensure that the Civil Aviation Authority will not only receive representations but actively seek them.'



Air Cushion Equipment Ltd. of Southampton has played an integral part in the design and development of the heaviest air cushion vehicle ever built, which has just been demonstrated successfully in Canada. The company, specialists in the development of hover vehicles for land and amphibious use, have been responsible for all the air cushion systems engineering, skirt design and skirt manufacture for the transporter. They have been involved throughout the design, manufacture and testing stages of the project. Known as the ACT-100, the unit is seen here being demonstrated at Edmonton, Alberta, by carrying 97 drilling pipes weighing one ton each. The vehicle will operate year-round, hauling 100-ton payloads across tundra, muskeg or marsh, without causing undue disturbance to delicate ground surfaces. Additionally, it will work on firm offshore ice and open water. The air cushion transporter was fabricated by Dominion Bridge Co. Ltd., in Edmonton, Canada, and the skirt system was supplied from England by A.C.E. Ltd.

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Government surplus sales

MINISTRY OF DEFENCE

1971	Stores	Location	Auctionears
July 6	Miscellaneous stores	No. 2 Building (adjacent to Indoor Bowling Green), Riverside, Chatham	Fuller Horsey Sons & Cassell (Dept. L), 10 Lloyds Avenue, London, E.C.3 (Tel. 01-709 0101)

Generating sets; fork lift trucks; tradesmen's hand tools and vices, surveyors theodolites; telescopic levels; microscopes; wireless, telephone and electrical equipment; voltmeters; test sets; stop and pocket watches; binoculars; half plate cameras; firemen's axes; sisal, manila and coir rope; large quantity silicone proofed terrylene canvas; curtain material; boots and shoes; service clothing; triangular bandages; kitchen utensils; crockery and glassware; blue serge trousers; jackets; jerseys; jumpers; and other articles of miscellaneous clothing; large quantity of furniture and numerous other effects.

July 15	Miscellaneous stores	County Hall, Botchergate, Carlisle	Harrison & Hetherington Ltd. (Dept. L), Botchergate, Carlisle (Tel. 26292)

Surplus plant and stores including, 120 vehicles, comprising Morris ambulances; Mini Minors; Ford Anglias; Bedford, Ford, Morris and Commer Vans; Land Rovers; Bedford Fire Tenders; electric fork lift trucks; snow ploughs; machine tools including, bench grinders; presses; bench screwing machines; pneumatic drills; hand tools including, saws; screw-drivers; jacks; chisels; hammers; augers; dies; files, etc.; transformers; amplifiers; switches; receivers; junction boxes; power units; oscillators; dynamotors; capacitors; valve testers; inductors, etc.; gyros; altimeters; oscilloscopes; gauges; oxygen equipment; telephone equipment; rack assemblies; furniture; service clothing; boots and shoes; webbing equipment; textiles; water hose and couplings; asbestos blankets; ladders, etc., and many other items of surplus stores.

July 21-22	Miscellaneous stores	Regional Depot, RAOC, Hereford	Russell Baldwin & Bright (Dept. L), 20 King Street, Hereford (Tel. 0432 4366)

Fork lift trucks; Austin 1-ton trucks; fuel tankers (1,000 and 450 galls.); generators; 4-cyl. diesel engines; 2-cyl. petrol engines; machine tools; screw cutting sets; tyres; electric cable; cable laying ploughs; mine detectors; No. 7 directors; aircraft brake units, inverters, fuel pumps, main planes, and other equipment; rectifiers; batteries; tentage; tarpaulin sheets; camouflage nets; roller conveyors; metal pallets; hydraulic jacks; vices; small tools; prismatic compasses; periscope sights; periscopic and other binoculars; rangefinders; avometers and other test equipment; clocks and watches; white and coloured blankets; mattresses; carpets; chairs; tables; chests of drawers; and other furniture; ankle boots; M.T. wireless and electrical spares; tank oversuits and other clothing.

July 28-29	Vehicles, earth moving equipment	Ordnance Storage and Disposal Depot, Ruddington, Notts.	Walker, Walton & Hanson (Dept. L), Byar. Lane, Bridlesmith Gate, Nottingham (Tel 0602 54272)

Approx. 1,200 lots of miscellaneous vehicles, including saloons, estate cars, vans; cranes; tankers; trucks; dumpers; hydraulic tippers; angledozers; trailers; breakdown trucks; coaches; excavators; ambulances, etc.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to date of sale, price 5p (postal order only)

DEPARTMENT OF THE ENVIRONMENT

1971	Description of Goods	Location	Auctioneers
July 6	Office and miscellaneous furniture, engineering, electrical, canteen, domestic and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex.	Clifford & Clifford Ltd., 28 Ealing Road Wembley, Middlesex. (Tel. 01-902 3212/3/4.)

Catalogues: Price 5p direct from auctioneer. View days: Day preceding and morning of sale.

Time Rates of Wages and Hours of Work

A volume of tables giving particulars of the minimum, or standard, time rates of wages for the more important industries and occupations, and of the normal weekly hours for which these rates are payable. The details given relate to the position as at 1st April, 1970, but any later changes known to have come into operation are shown. £2 (*by post* £2.07½)

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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

Symbols used in all statistical tables are:—
.. not available
– nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

	Gross Domestic Product (Expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index £m. in base year	1963 26,758	1963	1963 21,758	1963 20,087	1963 20,087	1966 11,372	1963 4,907	1963 1,070	1963 994	1963 944	1963 1,752	Series in £ million			
1965	108	111·7	115	114	106	..	121	124	119	127	117	385	263	47	31
1966	110	113·2	122	121	108	100·0	124	128	115	128	125	254	143	25	17
1967	112	113·9	127	126	110	101·4	133	124	122	138	142	184	37	13	22
1968	116	119·8	135	135	112	103·6	140	130	144	145	142	157	23	75	41
1969	118	122·9	143	143	113	103·0	136	140	148	130	131	357	232	26	26
1970	120	124·1	156	155	116	104·2	139	152	157	117	136	344	214	42	51
1969															
1st quarter	115	121·8	140	138	111	102·3	134	128	138	134	136	96	105	6	5
2nd quarter	118	123·3	142	142	113	103·7	135	141	147	130	129	84	43	2	1
3rd quarter	119	123·2	144	144	113	103·2	138	146	155	130	130	51	—	8	8
4th quarter	120	125·5	147	147	114	102·9	138	146	153	126	131	126	84	10	13
1970															
1st quarter	117	123·8	149	148	114	103·3	133	145	144	112	133	–31	23	– 5	–41
2nd quarter	120	123·5	155	153	116	104·2	142	153	163	118	137	106	55	11	21
3rd quarter	120	124·3	159	158	117	104·6	139	154	156	119	133	117	40	6	12
4th quarter	122	124·6	163	161	118	104·7	122	157	167	119	139	152	87	31	60
1971															
1st quarter	116 p	124·4			116 p	101·9	136 p	146 p	147 p			71 p	74 p	20 p	–75 p
1970															
October		125·3				106·0									
November		123·4				103·3									
December		125·0				104·9									
1971															
January		126·8				102·7									
February		123·8				99·7									
March		122·7				103·0									
April		125·4				104·7									

	Orders	Prices and Costs					Labour			Trade (§)		Balance of Payments current balance
	Engineering and electrical goods† orders on hand (end period)	Retail prices Index		Wholesale price index: non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment††	Imports(‖)	Exports (¶)	
	at 1963 prices	Index‡	% increase on year earlier	Basic materials and fuel used‡	Manufactured products: home sales‡		Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index £m. in base year	Dec. 1963	16 Jan. 1962		1963	1963	31 Jan. 1956	Series in thousands			1963 4,362	1963 4,282	Series in £ million
1965	119	112·1	*4·8*	106·8	104·6	157·9	308	265	24,785	116	112	– 77
1966	115	116·5	*3·9*	110·2	107·3	168·5	323	255	24,384	120	121	55
1967	106	119·4	*2·5*	108·4	108·2	175·3	512	174	24,475	130	120	–297
1968	106	125·0	*4·7*	120·5	112·4	187·3	541	188	24,331	159	146	–306
1969	117	131·8	*5·4*	125·0	115·9	197·4	535	200	24,308	165	165	437
1970	125	140·2	*6·4*	128·5	124·6	217·7	574	186		181	184	621
1969												
2nd quarter	113	131·8	*5·4*	124·2	115·1	195·6	519	202	24,340	165	163	99
3rd quarter	115	132·0	*—0*	126·1	116·5	197·8	547	200	24,268	165	171	166
4th quarter	117	133·7	*5·1*	127·3	118·0	201·6	544	199	24,258	169	172	162
1970												
1st quarter	118	136·2	*5·0*	130·1	120·6	209·0	561	192	24,280	171	180	218
2nd quarter	122	139·5	*5·8*	129·2	123·6	214·0	563	187	24,139	183	183	147
3rd quarter	123	141·1	*6·9*	126·9	125·7	219·5	592	185	24,077	178	175	77
4th quarter	125	144·0	*7·7*	127·8	128·4	228·3	581	177		190	199	179
1971												
1st quarter	122 p	147·9	*8·6*	131·2	131·7	237·2 p	631	146		189	186	77
2nd quarter							725 p	131 p				
1970												
December	125	145·0	*7·9*	128·5	129·1	233·3	589	171		186	204	
1971												
January	122 p	147·0	*8·5*	129·8	130·7	236·8	613	157		174	175	
February	120 p	147·8	*8·5*	130·6	131·6	237·1	623	147		187	172	
March	122 p	149·0	*8·8*	132·2	132·6	237·8	656	134		207	211	
April	120 p	152·2	*9·4*	137·1 p	133·6 p	238·8	704	129		201 p	209 p	
May		153·2	*9·8*	136·6 p	134·2 p	241·5 p	731	130		194 p	206 p	
June							741 p	133 p				

(†) New series covering SIC Orders VII-IX; previous series also included part of Order XI. (‡) Not seasonally adjusted
(§) On a balance of payments basis. (‖) Includes payments for United States military aircraft and other balance of payments adjustments
(¶) Includes balance of payments adjustments and allowances for factors affecting recording
(††) Figures are subject to revision

British commercial representatives overseas

VISITORS TRAVELLING OVERSEAS on export business are recommended to call on British commercial officers in the countries they visit *and should telephone the Embassy, High Commission or Consulate on arrival and fix an appointment so that they are seen as soon as possible by the officer concerned.* The commercial officers can be of considerable assistance to British business visitors, and prior notice of a visit given to Export Services Division will enable them to prepare in advance information required by a visitor and often to arrange appointments for him. The following list gives the names and addresses of officers in charge of commercial work.

'HINTS TO BUSINESS MEN' booklets are available for most of the countries listed below. British businessmen who intend visiting any of the countries on export business may obtain copies free of charge from the nearest Regional Office or from Export Services Division (Tel. 01-248 5757, Ext. 7146) (Telex 886143).

POSTE RESTANTE AND TELEX FACILITIES. Businessmen visiting overseas markets may, if they wish, have their mail addressed care of the Commercial Department of the British Embassy/High Commission/Consulate in the country they are visiting. This facility is available during normal business hours only and businessmen intending to use it are requested to give adequate notice to the overseas Commercial Department beforehand, or alternatively advise their nearest Department of Trade and Industry Regional Office or the Export Services Division of the Department of Trade and Industry in London. Where public telex facilities are not freely available, commercial departments will, if possible, allow visiting businessmen who wish urgently to get in touch with their firms to use the post's Telex facilities on a repayment basis.

THIS LIST is prepared by Export Services Division of the Department of Trade and Industry and published *quarterly* in *Trade and Industry*. Inquiries relating to the list should be made to Export Services Division at the address below (Tel. 01-248 5757, Ext. 7113).

AFGHANISTAN – Mr. D. E. Donald, Second Secretary (Commercial), British Embassy, Karte Parwan, KABUL. (Tel. 30511/3.)

ALGERIA – Mr. S. Relton, First Secretary (Commercial), British Embassy, Résidence Cassiopée, Bâtiment B., 7, Chemin de Glycines, ALGIERS (Postal address: B.P.25, Alger Gare.) (Tel. 60.56.01-04.) (Telex 91872 a/b Prodrome Alger.)

ANGOLA (Portuguese West Africa) – Mr. R. W. Ford, Consul-General, British Consulate-General, Rua Diogo Cao No. 4, Caixa Postal No. 1244, LUANDA. (Tel. 27838, 22487.)

ARGENTINA – Mr. J. L. Taylor, Minister (Commercial), British Embassy, Luis Agote 2412, BUENOS AIRES. (Postal address Casilla de Correo 2050, Buenos Aires.) (Tel. 80-7071/79.) (Telex 1666 a/b 12 1666AR Proba.)

AUSTRALIA – Mr. H. B. C. Keeble, C.M.G., Minister (Commercial); British High Commission, Commonwealth Avenue, CANBERRA, A.C.T. 2600. (Tel. 730422.) (Telex AA62222 a/b Ukrep AA62222.)

SYDNEY – Mr. R. E. Gamble, O.B.E., Counsellor (Commercial) British High Commission, Gold Fields House, Sydney Cove, Sydney, N.S.W. 2000, (Tel. 27-7521.) (Telex AA 20680 a/b Sydney Ukrep AA 20680.)

MELBOURNE – Mr. R. W. B. Carter, C.M.G., Deputy High Commissioner, British High Commission, The Colonial Mutual Life Building, 330 Collins Street, Melbourne, Victoria 3000. (Tel. 67-7254, 67-8601 (9 lines).) (Telex AA 30660 a/b Melbourne Ukrep AA 30660.)

BRISBANE – Mr. F. S. Fielding, O.B.E., Deputy High Commissioner, British High Commission, M.L.C. Building, 243 Edward Street, Brisbane, Queensland 4000. (Tel. 21.4933/6.) (Telex AA40556 a/b Ukrep AA40556.)

PERTH – Mr. A. H. Birch, C.M.G., O.B.E., Deputy High Commissioner, British High Commission, ANZ House, 7th Floor, 84 St. George's Terrace, Perth, Western Australia 6000. (Tel. 21-5128/9.) Telex AA92493 a/b BHC WA AA92493.)

ADELAIDE – Mr. H. O'Brien, Deputy High Commissioner, British High Commission, 4th Floor, F.C.A. Building, 15 Franklin Street, Adelaide, South Australia 5000. (Tel. 51.5982.) (Telex AA82543 a/b Ukrep AA82543.)

IMPORTANT

THE INFORMATION given in this list **is intended for the benefit of exporters travelling abroad. All commercial inquiries should be addressed initially to the nearest Regional Office of the Department of Trade and Industry, or to Export Services Division, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757) (Telex 886143).** A great deal of overseas commercial information is on record and can be supplied immediately.

AUSTRIA – J. H. Lambert, Counsellor (Commercial) and Consul-General), British Embassy, Reisnerstrasse 40, 1030, VIENNA. (Tel. 73.15.75/9.) (Telex 13410 a/b 13410 Britemb A.)

BAHAMAS – Mr. J. D. R. Burn, British Trade Commissioner, British Trade Commission, P.O. Box N7516, E. D. Sassoon Building, Parliament Street, NASSAU. New Providence, Bahamas. ('Tradcom, Bahamas.') (Tel. 21003 and 21171.)

BAHRAIN – Mr. D L. Hardinge, Second Secretary (Commercial), H.M. Political Agency, No. 14, First Floor, Yateem's New Building, Al Khalifah Road, MANAMA. (Postal address: P.O. Box 114, Bahrain.) ('Political Bahrain. (Tel. 3597.) (Telex GJ216 a/b PROD BAH GJ216.)

BARBADOS – Mr. J. A. B. Stewart, Deputy High Commissioner, British High Commission, 147/9 Roebuck Street (P.O. Box 676c), BRIDGETOWN. (Tel. 63525.) (Telex WB219 a/b Ukrep, BRI WB219.)

BELGIUM – Mr. G. F. Hiller, C.M.G., D.S.O., Counsellor (Commercial), British Embassy, Britannia House, Rue Joseph II, 28, B-1040 BRUSSELS. (Tel. 19.11.65.) (Telex 23462 a/b Prodrome Bruxls.)

ANTWERP – Mr. R. A. Clinton-Thomas, C.B.E., Consul-General, British Consulate-General, Frankrijklei, 105, ANTWERP B-2000. (Tel. 326940.) (Commercial correspondence should be addressed in the first instance to the Export Services Division, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU, or to the British Embassy, Brussels, B-1040.)

TELEGRAPHIC ADDRESS unless otherwise stated:

Embassies – 'Prodrome' followed by the town name.

Consular offices – 'Britain' followed by the town name.

High Commission offices – 'Ukrep' followed by the town name.

BOLIVIA – Mr. P. A. McLean, First Secretary (Commercial), British Embassy, Avenida Arce 2732-2754 (Casilla 694), LA JAZ. (Tel. 29400 and 29404.) (Telex BX 5228 a/b Prodrome BX 5228.)

BOTSWANA – Mr. W. F. Grieve, First Secretary, British High Commission, Private Bag 23, GABORONE. (Tel. 483/5.)

BRAZIL – Mr. J. C. Petersen, C.M.G., Minister (Commercial), British Embassy, Praia do Flamengo 284-2° Andar, RIO DE JANEIRO. (Postal address: Caixa Postal 669-ZC-00.) (Tel. 225-7252.) (Telex 31802 a/b Prodrome Rio.)

SAO PAULO – Mr. R. P. Pinsent, Consul-General, British Consulate-General, Avenida Paulista 1938 (17 Andar), Sao Paulo. (Postal address: Caixa Postal 846.) (Tel. 287 7722.) (Telex 021846 a/b Britain SPO.)

BRUNEI – Mr. J. E. T. Thorne, First Secretary, British High Commission, Jalan Residency, BANDAR SERI BEGAWAN, State of Brunei. (Tel. 2231.) (Telex BRUX 211 a/b UKREP, BRUNEI.)

BULGARIA – Mr. G. Feast, First Secretary (Commercial), British Embassy, Boulevard Marshal Tolbukhin 65-67, SOFIA. (Tel. 885361/2.) (Telex 363 a/b Prodrome Sofia.)

BURMA – Mr. W. B. J. Dobbs, First Secretary (Commercial), British Embassy, 80 Strand Road (P.O. Box 638), RANGOON. (Tel. 15700.)

CAMBODIA – Renamed – see KHMER REPUBLIC.

CAMEROON – Mr. P. J. Barlow, First Secretary, British Embassy, Le Concorde, Avenue de l'Intendence, Boite Postale 547, YAOUNDÉ. (Tel. 220545 and 220796.) (Telex 8200 a/b Prodrome YDE.)

BUEA – Mr P. B. Thompson, Consul, British Consulate, 'Castella', P.O. Box 68, Buea. (Tel. 26223.) (Telex 5245 a/b Britain Buea.)

[NOTE: *The British Embassy at Yaoundé deals with matters relating to Government Departments and firms in Yaoundé. The British Consulate at Buea deals with all other commercial matters.*]

CANADA – Mr. G. S. Whitehead, C.M.G., M.V.O., Minister (Commercial); Mr. B. E. P. MacTavish, Counsellor (Commercial), British High Commission, 80 Elgin Street, OTTAWA 4, Ontario. (Tel. 237-1530.) (Telex 013266 a/b Ukrep, OTT.)

MONTREAL – Mr. P. H. Scott, Senior British Trade Commissioner: Mr. C. H. Imray, Deputy Senior Trade Commissioner, British Government Office, 635 Dorchester Boulevard West, Montreal 101, P.Q. (Tel. 886-5863.) (Telex 01-26437 a/b Ukrep, MTL.)

TORONTO – Mr. R. McC. Samples, D.S.O., C.M.G., O.B.E, Senior British Trade Commissioner; Mr. B. L. Strachan, Deputy Senior Trade Commissioner, British Government Office, 8th Floor, 200 University Avenue, Toronto 1, Ontario (Tel. 864-1290.) (Telex 02-29531 a/b Ukrep, TOR.)

VANCOUVER – Mr. C. C. Clemens, M.C., Principal British Trade Commissioner, British Government Office, 4th Floor, Bank of Nova Scotia Building, 602 West Hastings Street, Vancouver 2, British Columbia. (Tel. 683-4421.) (Telex 04-51287 a/b Ukrep, VCR.)

WINNIPEG – Mr. G. S. McWilliam, O.B.E., British Trade Commissioner, British Government Office, 4th Floor, Monarch Life Building, 333 Broadway Avenue, Winnipeg, 1, Manitoba. (Tel. 942-3151.) (Telex 03-5465 a/b Ukrep, WPG.)

EDMONTON – Mr. G. Miles, O.B.E., British Trade Commissioner, British Government Office, Suite 1404, Three McCauley Plaza, 10025 Jasper Avenue, Edmonton 15, Alberta. (Tel. 424-0481.) Telex 037-2421 a/b Ukrep, EDM.)

REGINA – Mr. J. R. Bolton, O.B.E., British Trade Commissioner, British Government Office, 815 Avord Tower, 2002 Victoria Avenue, Regina, Saskatchewan. (Tele. 527-6459; 527-6350.) (Telex 031-2360 a/b Ukrep REG.)

HALIFAX – Mr. T. W. Robinson, British Trade Commissioner for the Atlantic Provinces, British Government Office, 10th Floor, Centennial Building, 1645 Granville Street, Halifax, Nova Scotia. (Tel. 422-7488.) (Telex 014-422634 a/b Ukrep, HFX.)

QUEBEC CITY – Mr. R. H. Link, O.B.E., British Regional Information Officer, British Government Office, La Laurentiénne 500 Grand-Allée Est, Suite 101, Quebec City, PQ. (Tel. 525-5187.) (Telex 01-1246 a/b Ukrep, QBC.)

CEYLON – Mr. J. W. Nicholas, Deputy High Commissioner and Counsellor (Commercial), British High Commission, P.O. Box 1433, Galle Road, Kollupitiya, COLOMBO 3. (Tel. 27611/8.) (Telex 101 a/b Ukrep, Colombo.)

CHILE – Mr. W. R. McQuillan, First Secretary (Commercial), British Embassy, P.O. Box 72-D, Bandera 227, SANTIAGO. (Tel. 61151/5.) (Telex SGO341 a/b Prodrome, Santiago.)

CHINA – Mr. D. M. March, First Secretary (Commercial), Office of the British Chargé d'Affaires, 7 Kuang Hua Lu, Chien Kou Men Wai, PEKING. (Tel. 55-3931/2/3.)

COLOMBIA – Mr. R. G. Marlow, First Secretary (Commercial) and Consul, British Embassy, Carrera 10, No. 19-65, 7° Piso, BOGOTA. (*Airmail address:* Apartado Aéreo 4508, Bogota.) (Tel. 34-90-80.) (Telex 044503 a/b Prodrome, Bogota.)

IMPORTANT

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CONGO, DEMOCRATIC REPUBLIC OF – Mr. T. H. Steggle, First Secretary (Commercial) and Consul, British Embassy, 9 Avenue Bernaert, 5th Floor Building Credit Congolaise, B.P. 8049, KINSHASA. (Tel. 3483.)

LUBUMBASHI – Mr. K. Hamylton Jones, Consul-General, British Consulate/General, 669 Boulevard l'U.E.A.C., B.P. 973, 'Lubumbashi. (Tel. 2434.) (Telex 249 a/b Britain, EVL.)

COSTA RICA – Mr. M. L. Creek, First Secretary and Consul, British Embassy, Paseo Colon, 3202, Apartado 10056, SAN JOSÉ. (Tel. 21-58-16 and 21-56-88.) (Telex CR169 a/b CR169 Prodrome.)

CUBA – Mr. D. F. Ballentyne, First Secretary (Commercial), British Embassy, Edificio Bolivar, Capdevilla 101-103, e Morro y Prado, HAVANA. (Tel. 61-5681.) (*Address for correspondence* c/o P.O. Box N.1229, Nassau, Bahamas.

CYPRUS – Mr. C. W. M. Wilson, First Secretary (Commercial), British High Commission, P.O. Box 1978, Alexander Pallis Street, NICOSIA. (Tel. 73131-5.) (Telex 2208 a/b Ukrep NIC.)

CZECHOSLOVAKIA – Mr. C. G. Mays, First Secretary (Commercial), British Embassy, Thunovska 14, PRAGUE (Praha) 1. (Tel. 533347/9 and 533340.) (Telex 011011 a/b Prodrome Prague.)

DENMARK – Mr. G. W. Marshall, M.B.E., Counsellor (Commercial), British Embassy, 38-40 Kastelsvej, DK-2100 COPENHAGEN Ø. (Tel. Tria 6360.) (Telex 2706 a/b Prodrome KH.)

AARHUS – Mr. R. L. Russell, British Vice-Consul (Commercial), B. P. Huset, Europaplads 2 ii 8000 Aarhus C. (Tel. (06) 12 25 00.)

[*There is also an Honorary Consul in the FAROE ISLANDS at Thorshavn who will be glad to see British business visitors:*

Mr. A. Mortensen, British Consulate, The Quay, THORSHAVN, Faroe Islands. (Tel. Bryggjan 1690.)]

DOMINICAN REPUBLIC – Mr. G. E. Cheesman, First Secretary and Consul, British Embassy, Apartado 1352, No. 84 Avenida Independencia, SANTO DOMINGO. (Tel. 682-3128/9.) (Telex 3460075 a/b 3460075 Prodrome.)

ECUADOR – Mr. H. Lewty, First Secretary (Commercial), British Embassy (opposite Hotel Quito), Gonzalez Suarez 111, QUITO. (Postal address: Casilla 314, Quito.) (Tel. 230070/3.) (Telex 38 a/b Prodrome Quito.)

EL SALVADOR – Mr. P. R. Pendleton, First Secretary and Consul, British Embassy, 13a Avenida Norte (Continuacion), No. 611, Colonia Duenas, SAN SALVADOR. (Tel. 219667 and 219106.) (Telex 20133 a/b Prodsalv.)

[*Postal address: Embajada Britanica, Apartado 601, San Salvador, El Salvador, Central America.*]

ETHIOPIA – Mr. R. C. Robinson, M.B.E., First Secretary (Commercial), British Embassy, Papassinos Building, Ras Desta Damtew Avenue, P.O. Box 858, ADDIS ABABA. (Tel. 51166.)

ERITREA – Mr. B. Taylor, Hon. Consul, British Consulate, Gellatly Hankey Building, Av. Haile Selassie I, P.O. Box 254, ASMARA. (Tel. 10131).

FIJI – Mr. A. J. Cambridge, First Secretary (Commercial), British High Commission, Civic Centre, Stinson Parade (PO Box 1355) SUVA ('Britcom Suva'.) (Tel. 311033.) (Telex FJ 1129 a/b Ukrep SUV.)

FINLAND – Mr. R. Fox, O.B.E., Counsellor (Commercial), British Embassy, Uudenmaankatu 16-20, HELSINKI 12. (Tel. 12574.) (Telex 121122 a/b UKHKI SF.)

FRANCE – Mr. J. S. Rooke, C.M.G., O.B.E., Minister (Economic); Mr. P. H. Laurence, M.C., Counsellor (Commercial), British Embassy, 35 Rue du Faubourg St. Honoré, PARIS 8e. (Tel. 265-2710/5; 265.06.20/4.) (Telex 65264 a/b Inform Paris.)

BORDEAUX – Mr. K. S. Butler, Consul-General, British Consulate-General, 15 Cours de Verdun, 33-Bordeaux. (Tel. 52-28-35/6.) (Telex 57440 a/b Britain BORDX.)

LILLE – Mr. S. M. Black, Consul-General, British Consulate-General, 60 Boulevard de la Liberté, 59-Lille (Nord.) (Tel. 57. 35.49 and 57.01.77.) (Telex 82669 a/b Britain Lille.)

LYONS – Mr. J. O. McCormick, C.M.G., M.C., Consul-General, British Consulate-General, 24 Rue Childebert, 69-Lyons 2e, Rhone. (Tel. 37.59.67/8.) (Telex 33254 a/b Britain, Lyon.)

MARSEILLES – Mr. R. C. Ormerod, Consul-General, British Consulate-General, 24 Avenue du Prado, 13-Marseilles 6e (Bouches du Rhonee). (Tel. 37.68.54/6.) (Telex 42307 a/b Britain, Marsl.)

STRASBOURG – Mr. H. Niblock, Consul-General, British Consulate-General, 10 Rue du General de Castelnau, B.P., 42, 67-Strasbourg (Bas Rhin.) (Tel. 36.64.91.) (Telex 87995 a/b Bristra, Strbg.)

GAMBIA – Mr. S. A. Downton, Second Secretary, British High Commission, 78 Wellington Street, P.O. Box 507, BATHURST. (Tel. 244/6.)

GERMANY – Mr. D. D. Brown, C.M.G., M.M., Minister (Economic); Mr. J. M. Heath, Counsellor (Commercial), British Embassy, 5300 BONN, Friedrich-Ebert Allee 77. (Tel. 222021.) (Telex 886887 a/b 886887 Brinf D.)

BERLIN – Mr. G. F. Edwards, O.B.E., T.D., Consul-General, British Consulate-General, 1000 Berlin 12, Uhlandstrasse 7-8. (Tel. 309-52-95.) (Telex 184268 a/b UKBLN D.)

DUSSELDORF – Mr. G. G. Simpson, C.M.G., Consul-General, British Consulate-General, 4000 Düsseldorf, Cecilienalle 14. (Tel. 434281-5.) (Telex 8-584855 a/b 8584855 Comb. D.)

FRANKFURT – Mr. J. T. Fearnley, Consul-General, British Consulate-General, 6000 Frankfurt/Main, Bockenheimer Landstrasse 51-53. (Tel. 720406.) (Telex 414932 a/b UKFFT D.)

HAMBURG – Mr. H. W. King, Consul-General, British Consulate-General, 2000 Hamburg, 13, Harvestehuderweg 8a. (Tel. 45 13 51/5.) (Telex 213562 a/b BRHBG D.)

HANOVER – Mr. J. M. Leadbitter, O.B.E., Consul-General, British Consulate-General, 3000 Hanover, Aegidientorplatz 1. (Tel. 26451.) (Telex 923263 a/b BCGHN D.)

MUNICH – Mr. H. B. McKenzie-Johnston, Consul-General, British Consulate-General, 8 Munich 13, Akademiestrasse 7 Tel. 394015/7.) (Telex 529959 a/b UKMUN D.)

STUTTGART – Mr. I. W. Bell, C.B.E., Consul-General, British Consulate-General, 7000 Stuttgart, Königstrasse 45. Tel. 293216/8.) (Telex 722397 a/b UKST D.)

GHANA – Mr. L. Reid, Counsellor (Economic and Commercial), British High Commission, Barclays Bank Building, High Street, P.O. Box 296, ACCRA. (Tel. 64651.)
[*The P.O. Box number must be used for all correspondence.*]

GREECE – Mr. S. Y. Dawbarn, Counsellor (Commercial), British Embassy, 1, Plutarchou Street, ATHENS 139. (Tel. 736211 (10 lines.)) (Telex 216440 a/b 216440 Lion GR.)

GUATEMALA – Mr. J. B. Weymes, Consul, British Consulate, 11 Calle No. 3-27. (P.O. Box 8), GUATEMALA CITY. (Tel. 24-6-04, 27-3-05 and 21-4-63.) (Telex 279 a/b Briton GU.)

GUYANA – Mr. E. G. Wickens, First Secretary (Commercial), British High Commission, 44 Main Street, (P.O. Box 625), GEORGETOWN. (Tel. 2881/3.) (Telex GY221 a/b Ukrep GY221.)

HAITI – Mr. J. D. Murray, C.M.G., Chargé d'Affaires, First Secretary and Consul, British Consulate, Shell Building (P.O. Box 1302), PORT AU PRINCE (Tel. 3472.)

HONDURAS – Mr. K. H Jones, First Secretary and Consul British Embassy, Apartado 290, Avenida La Paz. TEGUCICALPA. (Tel. 2-0479/80.) (Telex HT 138 a/b HT 138 PRODTEGU.)

HONG KONG – Mr. J. K. Blackwell, C.B.E., Senior British Trade Commissioner, P.O. Box 528, 707 Shell House, Queen's Road Central, HONG KONG. ('Uktrade, Hong Kong.') (Tel H. 230176-8.) (Telex HX 3031 a/b Uktrade HX 3031.)

HUNGARY – Mr. J. E. Reeve, First Secretary (Commercial), British Embassy, Hamincad Utca 6, BUDAPEST V. (Tel. 182-880.) (Telex 0270 a/b Prodrome, BPEST.)

ICELAND – Mr. D. H. Fowler, M.B.E., First Secretary, British Embassy, Laufasvegur 49, REYKJAVIK. (Tel. 15883/4.) (Telex 2037 a/b UKREYK IS.)

INDIA – Mr. E. F. G. Maynard, Counsellor (Commercial), British High Commission in India, Chanakyapuri, NEW DELHI 21. (Tel. 70371.)

CALCUTTA – Mr. F. S. Miles, C.M.G., Deputy High Commissioner, British High Commission, 1 Ho Chi Minh Sarani, P.O. Box 9073, Calcutta 16. (Tel. 44-5171.)

BOMBAY – Mr. M. H. G. Rogers, Deputy High Commissioner, British High Commission, P.O. Box 815, Mercantile Bank Buildings, Mahatma Gandhi Road, Fort, Bombay, 1. (Tel. 25.99.81/5.)

MADRAS – Mr. V. C. Martin, Deputy High Commissioner, British High Commission, P.O. Box 3710, 150A Mount Road, Madras, 2. (Tel. 83136.)

INDONESIA – Mr. G. Dickson, First Secretary (Commercial), British Embassy, Djalan Thamrin 75, DJAKARTA. (Tel. 41091/8.)

IRAN – Mr. J. C. Cloake, Counsellor (Commercial), British Embassy, Avenue Ferdowsi, TEHRAN. (Tel. 45011/4.)

TELEGRAPHIC ADDRESS unless otherwise stated:
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Consular offices – 'Britain' followed by the town name.
High Commission offices – 'Ukrep' followed by the town name.

IRAQ – Mr. R. K. Hamilton, First Secretary (Commercial), British Embassy (Commercial Department), Shaheen Building, Sa'adoun Street, Kard al-Pasha, BAGHDAD. (Tel. 99001/3.)

IRISH REPUBLIC – Mr. R K. McKenzie, First Secretary (Commercial), British Embassy, 30 Merrion Square, DUBLIN, 2. (Tel. 65678/9.) (Telex 5296 a/b 5296 UKDB EI.)

ISRAEL – Mr. P. H. Moberly, Counsellor (Commercial), British Embassy, 192 Hayarkon Street, TEL AVIV. (Tel. 249171-5.) (Telex 559 a/b R. Prodrom TLVIV.)

ITALY – Mr. J. R. Wraight, C.M.G., Minister and Consul-General; Mr. C. W. Wallace, Deputy Consul-General and Counsellor Commercial), British Consulate-General, Via San Paolo 7, I-20121 MILAN. (Tel. 803-442-6.) (Telex 31528 a/b 31528 Britain.)
[*Milan is the senior commercial post and central point for British trade promotion work in Italy.*]

ROME – Mr. A. A. C. Nash, M.B.E., First Secretary (Commercial), British Embassy, Porta Pia, Via Settembre XX, Rome, (Tel. 4755551-5.) (Telex 61049 a/b 61049 Prodrome.)

FLORENCE – Mr. S. H. Hebblethwaite, C.M.G., Consul, British Consulate, Palazzo Castelbarco, Lungarno Corsini 2, I 50123 Florence. (Tel. 26.35-56.) (Telex 57270 a/b 57270 BRITAIN.)

GENOA – Mr. W. C. Lyall, M.B.E., Consul-General, British Consulate-General, Via XII Ottobre 2 (13 Piano), I 16121 Genoa. (Tel. 564.833-5.) (Telex 27689 a/b 27689 BRITAIN.)

NAPLES – Mr. R. L. D. Jasper, C.M.G., Consul-General, British Consulate-General, Via Francesco Crispi 122, I 80122 Naples. (Tel. 663883, 663320.) (Tel. 71330 a/b 71330 BRITAIN.)

Bari – Mr. M. W. P. Cronly-Dillon, M.B.E., British Trade Representative, Via F 1li Rosselli 38, I 70126, Bari. (Tel. 330791.)

PALERMO – Mr. A. G. Evans, O.B.E., Consul, British Consulate, Palazzo Vassallo, Via Marchese di Villabianco 9, I 90143 Palermo. (Tel. 253364-6.)

TURIN – Mr. L. J. P. J. Craig, Consul, British Consulate, 1 Corso Vittorio Emanuele (corner of Corso Massimo d'Azeglio), I 10125 Turin. (Tel. 657676/7.) (Telex 21464 a/b Britain Turin.)

VENICE – Mr. P. I. Lake, M.C., Consul, British Consulate, Accademia 1051, Dorsoduro, I 30123 Venice. (Postal address, British Consulate, P.O. Box 469, I 30100 Venice.) (Tel. 27408 and 27207.) (Telex 41283 a/b 41283 Britain).

IVORY COAST – Mr. H. B. Herring, Second Secretary (Commercial), British Embassy, Fifth Floor, Immeuble Shell, Avenue Lamblin, ABIDJAN. (Postal address: Boite Postale 2581, Abidjan.) (Tel. 22.66.15 and 32.27.76.) (Telex 706 a/b Prodrome Abidjan.)

JAMAICA – Mr. E. M. Smith, B.E.M., First Secretary (Commercial), British High Commission, P.O. Box 393, Barclays Bank Building, King Street, KINGSTON, Jamaica. (Britcom, Kingston.) (Tel. 932-1930.) (Telex 2110 a/b Ukrep, KIN JA.)

JAPAN – Mr. P. G. A. Wakefield, Counsellor (Commercial), British Embassy, 1 Ichibancho, Kojimachi, Chiyoda-ku, TOKYO. (Tel. (03) 265-5511.) (Telex TK 2755 a/b Prodrome TOK.)

OSAKA – Mr. R. M. John, Consul-General, British Consulate-General, Hongkong Bank Building, 45 Awajimachi, 4-chome, Higashi-ku, Osaka 541. (Tel. (06) 231-3355/7.) (Telex 522 5167 a/b BRIOSA.)

JORDAN – Mr. A. W. B. Strachan, O.B.E., First Secretary (Commercial), Commercial Section, British Embassy, King Hussein Street, P.O. Box 6062 AMMAN. (Tel. 37374-5.)

KENYA – Mr. J. H. Symons, First Secretary (Commercial), British High Commission in Kenya, P.O. Box 30133, 13th Floor, Bruce House, Standard Street, NAIROBI,. (Tel. 28001 and 28791.) (Telex 22219 a/b Ukrep, Nairobi.)

KHMER – Mr. A. J. Johnstone, First Secretary (Commercial), British Embassy, 96 Moha Vithei Preah Bat Norodom (P.O. Box 150), PHNOM PENH. (Tel. 23974/5.)

KOREA – Mr. P. J. George, First Secretary, (Commercial), British Embassy, No. 4 Chong Dong, Sodaemun Ku, SEOUL. (Tel. 75-7341/3.)

KUWAIT – Mr. C. T. McGurk, O.B.E., Counsellor (Commercial), British Embassy, 6 Kuwait Investment Company Building (5th Floor), Ahmad al-Jabir Street, Plot 6, Area 9 (P.O. Box SAFAT 300), KUWAIT. (Tel. 39221/2.) (Telex 215 a/b Prodrome KWT.)

LAOS – Mr. J. G. Wallace, First Secretary (Aid), British Embassy, Rue J. Nehru, P.O. Box 224, VIENTIANE. (Tel. 2333 and 2374.)

LEBANON – Mr. N. G. S. Beckett, First Secretary (Commercial), British Embassy, Avenue de Paris, Ras Beirut, BEIRUT. (Tel. 221550-3, 225615, 232195.)

LESOTHO – Mr. M. F. Chapman, First Secretary, British High Commission, P.O. Box 521 MASERU. (Tel. 3961.)

LIBERIA – Mr. R. G. Osborn, First Secretary (Commercial) and Consul, British Embassy, P.O. Box 120, 'Mamba Point,' MONROVIA. (Tel. 21055, 21107.) (Telex 216 a/b Prodrome MVIA.)

LIBYA – TRIPOLITANIA and LIBYA as a whole: Mr. M. P. V. Hannam, Counsellor, British Embassy in Libya, 30 Tariq al Fatah, TRIPOLI, Libya. (Postal address: Commercial Section, British Embassy, B.F.P.O. No. 57*.) (Tel. 31191/5.) For CYRENAICA only: Mr. M. K. Jenner, Second Secretary (Commercial), British Embassy in Libya, 36 Sharia Gzeir, BENGHAZI. (Postal address: Commercial Section, British Embassy, P.O. Box 1294, Benghazi, Libya Arab Republic.) (Tel. 3670 and 2863.)
[*NOTE – The words '*Tripoli/Libya*' should *not* appear after the B.F.P.O. number as this can give rise to delay.]

LUXEMBOURG – Mr. G. F. Hiller, C.M.G., D.S.O., Counsellor (Commercial), (Resides at Brussels); Mr. T. E. J. Mound, First Secretary, British Embassy, 28 Boulevard Royal, LUXEMBOURG. (Tel. 2.98.64.) (Telex 443 a/b Prodrome LUX.)

MADAGASCAR (MALAGASY REPUBLIC) – Mr. M. J. M. Pitchen, M.B.E., Commercial Attaché, British Embassy, 41 Rue Choiseul Boite Postale 167, TANANARIVE. Tel. 206-50.) (Telex 226 a/b Prodrome, TANA.)

MALAWI – Mr. R. S. Howe, Second Secretary (Commercial), British High Commission, P.O. Box 479, Victoria Avenue, BLANTYRE. (Tel. 8456/8460.)

MALAYSIA – Mr. H. C. White, M.B.E., First Secretary (Commercial), British High Commission, (P.O. Box 1030), 13th Floor, Wisma Damansara Jalan Semantan, KUALA LUMPUR. (Tel. 202666.) (Telex 275 a/b UKIMFR. KL.)

KUCHING – Mr. L. S. Price, First Secretary in Charge, British High Commission, Kuching Office, (P.O. Box 1745), Jalan Tunku Abdul Rahman, Kuching, Sarawak. (Tel. 24221.) (Telex 201 a/b Ukrep, Kuching.)

MALTA – Mr. R. K. Robertson, First Secretary (Commercial), British High Commission, 7 St. Anne Street, FLORIANA, (Tel. Central 21285/6/7.) (Telex MW249 a/b Ukrep, Malta.)

MAURITIUS – Mr. A. H. G. Amy, Second Secretary (Commercial), British High Commission, P.O. Box 586, Cerne House, Chaussée Street, PORT LOUIS. (Tel. 2-0201.)

MEXICO – Mr. D. I. Dunnett, C.M.G., O.B.E., Counsellor, British Embassy, Lerma 71, Cuauhtemoc, P.O. Box 96 Bis., MEXICO 5 D.F. (Tel. 511.48.80/85.) (Telex 01773093 a/b Prodrome, Mex.)

MONGOLIA – Mr. R. Carter, H.M. Ambassador, British Embassy, 36 Peace Street (P.O. Box No. 703), ULAN BATOR, The People's Republic of Mongolia. (Tel. 51033.)

MOROCCO – Mr. R. A. Eilbeck, First Secretary (Commercial), British Embassy, 28 bis Avenue Allal ben Abdullah Boite Postale 45, RABAT. (Tel. 20905/6; 31403/4 and 32996.) (Telex 31022 a/b Prodrome, Rabat.)

CASABLANCA – Mr. D. F. Elliot, Consul-Commercial, British Consulate-General, 60 Boulevard d'Anfa, Boite Postale 762, Casablanca. (Tel. 614-40/1.)

TANGIER – Mr. P. V. St. J. Killick, O.B.E., Consul-General, British Consulate-General, B.P. 2033 (Socco), 52 Rue d'Angleterre, Tangier. (Tel. 15895-7.)

MOZAMBIQUE (Portuguese East Africa) – Mr. P. A. Wilde, Consul-General, British Consulate-General, 310 Avenida Augusto do Castilho, P.O. Box 55, LOURENÇO MARQUES. (Tel. 26011/2.)

MUSCAT and OMAN — re-named — see "OMAN".

NEPAL – Mr. W. D. Wilson, O.B.E., M.C., First Secretary, Head of Chancery and Consul, British Embassy, Lain Chaur, P.O. Box 106, KATMANDU. (Tel. 11081, 11588/9.)

NETHERLANDS – Mr. L. E. M. Taylor, Counsellor (Commercial), British Embassy, Lange Voorhout 10, THE HAGUE. (Tel. 64.58.00. (Telex 31600 a/b 31600 BEMB NL.

AMSTERDAM – Mr. R. T. Landale, Consul-General, British Consulate-General, Herengracht 460, Amsterdam. (Tel. (020) 234607.)

NEW ZEALAND – Mr. R. A. Daniell, C.B.E., Minister (Commercial and Economic); Mr. A. C. McCarthy, First Secretary (Commercial), British High Commission, P.O. Box 369, Government Life Insurance Building, Customhouse Quay, WELLINGTON, C.I. (Tel. 46-060.) (Telex NZ 3325 a/b NZ3325.)

IMPORTANT

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AUCKLAND – Mr. C. E. Dymond, C.B.E., Counsellor-in-Charge, British High Commission, 9th Floor, Norwich Union Building, Queen Street, Auckland, C.I. (Postal address: Private Bag, Auckland, C.I.) (Tel. 32-973 and 49-646.) (Telex NZ2412 a/b Ukrep AK 2412.)

CHRISTCHURCH – Mr. W. J. Rumble, First Secretary (Commercial)-in-charge, British High Commission, P.O. Box 1762, B.N.Z. House, Cathedral Square, Christchurch. ('Tradcom, Christchurch.') (Tel. 30-143.) (Telex NZ4428 a/b Ukrep CH 4428.)

NICARAGUA – Mr. J. K. B. Davenport, M.B.E., First Secretary and Consul, British Embassy, 3rd Floor, Bank of London and Montreal, Avenida Roosevelt 208, MANAGUA, D.N. (Postal address: Apartado 13, Managua, D.N. Nicaragua.) (Tel. 25301/2.) (Telex 3420028 a/b Prodmga 3420028.)

NIGERIA – Mr. L. F. Hope, O.B.E., Counsellor (Commercial), British High Commission in Nigeria, Kajola House, 62-64 Campbell Street, LAGOS. (Postal address: Private Mail Bag 12136, Lagos, Nigeria.) (Tel. 51630.) (Telex 21247 a/b Ukrep, Lagos.)

BENIN CITY – Mr. G. d'Arnaud Taylor Deputy High Commissioner, Office of the British Deputy High Commissioner, U.A.C. Main Premises, Siluko Road (Private Mail Bag 1094), Benin City. (Tel. 805/6.)

IBADAN – Mr. J. A. Pugh, O.B.E., Deputy High Commissioner, Office of the British Deputy High Commissioner, Finance Corporation Building, Lebanon Street (Private Mail Bag 5010), Ibadan. (Tel. 21551.)

KADUNA – The Hon. I. T. M. Lucas, Deputy High Commissioner, Office of the British Deputy High Commissioner, Deputy High Commissioner, Office of the United Bank for Africa Building, Yakubu Gowon Way (Private Mail Bag 2096), Kaduna. (Tel. 2573/5.)

NORWAY – Mr. G. A. Crossley, Counsellor (Commercial/Economic), British Embassy, Thomas Heftyesgate 8, OSLO, 2, (Tel. 56.38.90/7.) Telex 11575 a/b 11575 UKOSL N.)

BERGEN – Mr. G. C. Littler, T.D., Consul, British Consulate, Slottsgaten 1, Bergen. (Tel. 10990.)

OMAN – Mr. A. J. Featherstone, Vice-Consul, British Consulate-General, Muscat. (Tel. 300) (Telex 216 a/b Britain MB 216.)

PAKISTAN – Mr. R. A. Burrows, C.M.G., Deputy Hgh Commissioner; Mr. C. M. Carruthers, First Secretary, British High Commission, Diplomatic Enclave, Ramna 5, (PO Box 1122), ISLAMABAD, West Pakistan. (Tel. 22131/5.)

KARACHI – Mr. A. J. Brown, Deputy High Commissioner; Mr. A. C. Dugdale, First Secretary (Commercial), British High Commission, First Floor, Finlay House, I. I. Chundrigar Road, Karachi. (Tel. 230920 (8 lines).)

DACCA – Mr. A. J. Collins, Acting Deputy High Commissioner, British High Commission, D.I.T. Building, Dilkusha, P.O. Box 90, Dacca 2, East Pakistan. (Tel. 243251-3, 244216-7.)

LAHORE – Mr. P. R. Oliver, C.M.G., Deputy High Commissioner, British High Commission, P.O. Box 416, 4 Race Course Road, Lahore, West Pakistan. (Tel. 60141 (2 lines).)

PANAMA – Mr. C. D. Sanderson, First Secretary and Consul, British Embassy, Via Espana 120, PANAMA CITY. (Postal address: Box B, Balboa Post Office, Canal Zone, Panama.) (Tel. 23-0451.) (Telex 3481020 a/b Propana.)

PARAGUAY – Mr. E. V. Nelson, First Secretary (Commercial) and Consul, British Embassy, 25 de Mayo 171, ASUNCION. (Postal address: Casilla de Correo 404, Asuncion.) (Tel. 49146.) (Telex 139 a/b Prodrome ASN.)

PERU – Mr. M. D. W. McCann, M.B.E., First Secretary (Commercial), British Embassy, P.O. Box 854, Edificio Pacifico-Washington – 12th Floor, Plaza Washington, Avenida Arequipa (Sextra Cuadra), LIMA. (Tel. 283830.) (Telex PX 5230 a/b Prodrome, PX5230.)

PHILIPPINES – Mr. Henry F. Bartlett, O.B.E., Counsellor (Commercial), British Embassy, P.O. Box 295, 9th Floor, L. & S. Building, 1414 Roxas Boulevard, MANILA. (Tel. 59-24-61.) Telex PN 3282 a/m Prodrome PN 3282.

POLAND – Mr. M. J. E. Fretwell, Counsellor (Commercial), British Embassy, Aleje Róz 1, WARSAW. (Tel. 281001-5.) (Telex 813694 a/b PROD PL.)

PORTUGAL – Mr. S. J. Aspden, M.B.E., First Secretary (Commercial), British Embassy, Rua de S. Domingos a Lapa 37, LISBON 3. (Tel. 661191/5.) (Telex 1278 a/b Prolis P.)

QATAR – Mr. P. J. Hurr Second Secretary (Commercial), H.M. Political Agency, P.O. Box 3, DOHA. (Political Qatar.) Tel. 22637.) (Telex DH 205 a/b. Political DH 205.)

ROMANIA – Mr. R. M. Russell Counsellor (Commercial), British Embassy, 24, Strada Jules Michelet, BUCHAREST. (Tel. 11.16.35/6.) (Telex 011-295 a/b Prodrome BUC.)

SAUDI ARABIA – Mr. D. A. Hamley, First Secretary (Commercial), British Embassy, New Attar Building, Sharia Abdul Aziz, P.O. Box 393, JEDDA. (Tel. 6631.)

SENEGAL – Mr. T. D. Curran, Second Secretary (Commercial) and Consul, British Embassy, 20 Rue du Docteur Guillet, (B.P. 6025) DAKAR. (Tel. 22383.) (Telex 548 a/b Prodrome, DKR.)

SIERRA LEONE – Mr. S. I. Levene, Second Secretary (Commercial), British Trade and Information Centre, 4th Floor, Leone House, Westmoreland Street, FREETOWN. (Tel. 4096.) (Telex 235 a/b Ukrep FTN 235.)

SINGAPORE – Mr. G. F. Finlayson, Counsellor (Commercial), British High Commission, Phoenix Park, Tanglin Road, SINGAPORE, 10. (Postal address: P.O. Box 19, Tanglin Post Office.) (Tel. 640461.) (Telex RS 21299 a/b Britcom.)

SOMALI REPUBLIC – Mr. D. C. Lees, Second Secretary and Vice Consul, British Embassy, Via Londra 7/8, P.O. Box 1036, MOGADISHU. (Tel. 2288.)

SOUTH AFRICA, REPUBLIC OF – Mr. S. J. Gross, C.M.G., Minister; Mr. A. H. Reed, Counsellor (Economic), British Embassy, 6 Hill Street, PRETORIA. (Tel. 74-3121.) (Telex 44641 a/b 44641 PR.)

JOHANNESBURG – Mr. M. E. Browne, Deputy Consul-General (Commercial) and Director of Trade Development; Mr. P. W. R. C. Haley, M.B.E., Consul (Commercial), British Consulate-General, 8th Floor, B.P. Centre, corner Kerk/Harrison Street, P.O.Box 10101, Johannesburg. (Brit-consul, Johannesburg.) (Tel. 834-6411.) (Telex 43-7115 JH a/b 43-7115 JH.)
[*Johannesburg is the senior commercial post and the central point for British trade promotion work in South Africa.*]

CAPE TOWN – Mr. K. R. Welbore-Ker, O.B.E., Consul-General, British Consulate-General, 11th Floor, African Life Centre, 2 St. Georges Street, P.O. Box 1346, Cape Town. (Tel. 41-1466/8.) (Telex 5-7447CT a/b 5-7447CT.)

DURBAN – Mr. B. H. Heddy, Consul-General, British Consulate-General, 7th Floor, Barclays Bank Building, Field Street, Durban. (Tel. 313131 (five lines).) Telex 6-7428 a/b 6-7428 DN.)

PORT ELIZABETH – Mr. J. D. Lewis, Consul, British Consulate, The Standard Bank Building, 7th Floor, 32/36 Main Street, P.O. Box 917, Port Elizabeth. (Tel 29549/29540.)

SOUTHERN YEMEN – Re-named – see "Yemen, People's Democratic Republic of."

SPAIN – Mr. A. H. Spire, Counsellor (Commercial), British Embassy, Fernando el Santo 16, MADRID, 4. (Tel. 419-0200/8.) (Telex 27656 a/b 27656 Ingla E.)

BARCELONA – Mr. H. T. Kennedy, O.B.E., Consul-General, British Consulate-General, Calle Junqueras 18, (Apartado de Correos 1401), Barcelona, 3. (Tel. 2220791.)

BILBAO – Mr. B. W. Gordon, Consul-General, British Consulate-General, Gran Via 30, Bilbao. (Tel. 214780.)

SEVILLE – Mr. C. F. Miller, M.B.E., Consul-General, British Consulate-General, Calle Mendez Nunez 17 (4°), Seville. (Tel. 228875.) (Telex 72172 a/b 72172 BRSEV E.)

VALENCIA – Mr. K. Oldfield, M.B.E., Consul, British Consulate, Calle Cronista Carreres 1, 4a, Valencia 3. (Tel. 21-12-75.)

VIGO – Mr. A. S. Lindsay, M.B.E., Consul, British Consulate, Plaza de Compostela No. 23 (6°), (P.O. Box 49), Vigo (Tel. 211450.)

PALMA DE MALLORCA – Mr. D. I. Newman, Consul, British Consulate, 23-1° Jaime III, Palma de Mallorca. (Tel. 212085, 212445.)

LAS PALMAS – Mr. N. F. Date, Consul, British Consulate, Edificio Hocasa, 6 Piso, Calle Alfredo L. Jones 37, Apartado 2020, Las Palmas, Gran Canaria, Canary Islands. (Tel. 262508.)

SANTA CRUZ – Mr. R. S. Webster, Consul, British Consulate, Calle del Si 3, 3rd Floor (esquina a Villalba Hervas), Apartado 109, Santa Cruz de Tenerife, Canary Islands. (Tel. 242000 and 247975.)

SUDAN – Mr. P. L. V. Mallet, Counsellor (Commercial), British Embassy, P.O. Box 801, New Aboulela Building, Barlaman Avenue. KHARTOUM. (Tel. 70760, 70766-9.)

TELEGRAPHIC ADDRESS unless other wise stated:
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Consular offices – 'Britain' followed by the town name.
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SURINAM – *There is an Honorary Vice-Consul at the British Vice-Consulate at Paramaribo who will be pleased to see business visitors. His name and address is:* Mr. R. E. Aletrino, Mr. Lim. Apostraat 1, (P.O. Box 1300), PARAMARIBO. (Tel. 77455.)

SWAZILAND – Mr. A. G. Elgar, O.B.E., Head of Chancery, British High Commission, Alister Miller Street, MBABANE. (Postal address: British High Commission, Private Bag, Mbabane.) (Tel. 2581.) (Telex SAX 39, a/b SAX 39.)

SWEDEN – Mr. J. I. McGhie, Counsellor (Commercial), British Embassy, Skarpögatan 6-8, S-115 27 STOCKHOLM. (Tel. 67.01.40.) (Telex 19340 a/b Britemb S.)

GOTHENBURG – Mr. J. O. May, C.B.E., Consul-General, British Consulate-General, Götgatan 15, S-411 05 Gothenburg. (Tel. 13.62.77.) (Telex 20041 a/b Britain S.)

MALMO – Mr. R. F. G. Taylor, M.B.E., Consul, British Consulate, Lilla Nygatan 11, S-211 38 Malmö. (Tel. 30806.)

SWITZERLAND

ZURICH – Mr. P. D. Stobart, M.B.E., Consul-General and Director of Trade Promotion British Consulate-General, Dufourstrasse 56, 8008 Zurich. Tel. (051) 34.40.42 and 342571.) (Telex 54260 a/b 54260 UKZUR CH.)
[*Zurich is the senior commercial post and central point for British trade promotion work in Switzerland.*]

BERNE – Miss G. G. Brown, C.M.G., Counsellor, British Embassy, Thunstrasse 50, 3005 Berne. (Tel. (031) 445021/8.) (Telex 32687 a/b UK BNECH.)

BASLE – Mr. I. H. May, M.B.E., Consul, British Consulate, P.O. Box No. 851, Rittergasse 35, 4001 Basle. (Tel. (061) 23.58.43.) (Telex 62959 a/b 62959 UKBAL CH.)

GENEVA – Mr. L. J. Evans, Consul-General, British Consulate-General, 6th Floor, Rue de Vermont 37-39, 1202 Geneva. (Tel. (022) 34.38.00., 33. 23 85.) (Telex 22956 a/b 22956A or (B) UKGV CH.)

TAIWAN – Mr. J. A. Featherstone, Deputy Consul, British Consulate, Chung Cheng Road, TAMSUI. (Tel. 2.)
[*The Commercial Section of the Consulate* is at 11th Floor, Chungchien Building, 79 Chungshan North Road, SEC. 2, Tapei (Tel. 541425.) (Telex TP 746 a/b BRITAIN TP.)

TANZANIA – Mr. R. T. White, First Secretary (Commercial), British High Commission, Permanent House, corner Azikiwe Street/Independence Avenue, P.O. Box 9112, DAR-ES-SALAAM. (Tel. 29601.) (Telex 41004 a/b Ukrep DSM.)

THAILAND – Mr. D. Montgomery, First Secretary (Commercial), British Embassy, Ploenchit Road, BANGKOK. (Tel. 53291.)

TOGO – Mr. D. R. Emsley, Third Secretary, British Embassy, Boulevard Circulaire Boite Postale 892, LOME, Republic of Togo. Tel. 2085.) (Telex 210 a/b Prodrome, Lomé.)

TONGA – Mr. H. A. Arthington-Davy, O.B.E., Deputy British High Commissioner, British High Commission, NUKUALOFA

TRINIDAD AND TOBAGO – Mr. B. A. F. Pennock, O.B.E., Deputy High Commissioner and Counsellor (Commercial), British High Commission, Furness House, 90 Independence Square, 'P.O. Box 778, PORT OF SPAIN, Trinidad. (Tel. 52861/6.) (Telex POS 224 a/b Ukrep 224.)

TRUCIAL STATES

ABU DHABI – Mr. A. P. Dow, Second Secretary (Commercial); HM Political Agency, Commercial Secretariat, First Floor, Shaikh Khalid Bin Sultan Building No. 3 Abu Dhabi (Postal address: P.O. Box 248, Abu Dhabi). (Tel. 22571/3.) (Telex AH234 a/b Political AH 234.)

DUBAI – Mr. G. P. Lockton, Second Secretary (Commercial), HM Political Agency, Ground Floor, Shaikh Ali Building, (P.O. Box 65), Deira, Dubai. ('Political, Dubai.') (Tel 21452 & 23788.) (Telex 426 a/b Political DB 426.)

TUNISIA – Mr. R. J. S. Muir, Second Secretary (Commercial), British Embassy, 5 Place de la Victoire, TUNIS. (Tel. 240.259, 240.292.)

TURKEY – Mr. A. G. Elgar, O.B.E. Counsellor (Commercial), British Embassy, Sehit Ersan Caddesi 46a, Cankaya, ANKARA. (Tel. 183240/45.)

ISTANBUL – Mr. F. Kennedy, M.B.E., Consul (Commercial), British Consulate-General, Tepebasi, Beyoglu, Istanbul. (Tel. 44.75.40 and 44.75.45-9.) (Telex 298 a/b Britain IST.)

UGANDA – Mr. R. W. Howell, First Secretary (Commercial), British High Commission, P.O. Box 7070, 10-12 Obote Avenue, KAMPALA. (Tel 57054/9.) (Telex 61006 a/b Ukrep, Kampala.)

UNITED ARAB REPUBLIC (Egypt) – Mr. G. L. Simmons, M.V.O., Counsellor (Commercial), British Embassy, Kar-el-Dubara, Garden City, CAIRO. (Tel. 20850.)

UNITED STATES

WASHINGTON – Mr. D. C. Tebbit, C.M.G., Minister (Commercial); Mr. B. W. Meynell, Counsellor (Commercial), British Embassy, 3100 Massachusetts Avenue, N.W., Washington, D.C. 20008. (Tel. 4621340 Area Code 202.) (Telex 892370 a/b Prodrome, WSH.). (Telex for Commercial Section only 89-2580 a/b BRITRADE WASHINGTON.).

NEW YORK – Mr. J. C. M. Mason, Director of Trade Development and Deputy Consul-General (Commercial), British Trade Development Office, 150 East 58th Street (19th and 20th floors), New York, N.Y. 10022. (Tel. 593-2258 (Area Code 212.) (Telex 126919 a/b Prodrome NYK.)
[*New York is the senior commercial post and the central point for British trade promotion work in the U.S.A. Export Credits Guarantee Department's representative in N. America, Mr. J. H. Hall, is at the same address*]

ATLANTA – Mr. B. R. Curson, C.M.G., Consul-General, British Consulate-General, Suite 912, 225 Peach Tree Street, N.E., Atlanta, Georgia 30303.) (Tel. 524-2691/2 Area Code 404.) (Telex 542517 a/b Britain ATL.)

BOSTON – Miss L. E. T. Storar, Consul-General (Commercial), British Consulate-General, Suite 4740, Prudential Tower, Prudential Centre, Boston, Massachusetts 02199. (Tel. 261-3060) Area Code 617.) (Telex 946412 a/b Britain BSN.)

CHICAGO – Mr. A. K. Rothnie, C.M.G., Consul-General, British Consulate-General, 33 N. Dearborn Street, Chicago, Ill.60602. (Tel. 346-1810 Area Code 312.) (Telex 254432 a/b Britain CGO.)

CLEVELAND – Mr. M. J. Marshall, C.M.G., Consul-General, British Consulate-General (Commercial), 1823 Illuminating Building, 55 Public Square, Cleveland, Ohio 44113. (Tel. 621-7674 Area Code 216.) (Telex 980126 a/b Britain CLV.)

DALLAS – Mr. O. B. Mackie, Consul (Commercial), British Government Trade Office, 813 Stemmons Tower West, 2730 Stemmons Freeway, Dallas, Texas 75207. ('Britrade, Dallas.') (Tel 637-3600 Area Code 214.) (Telex 730382 a/b Britrade DAL.)

DETROIT – Mr. J. T. Hyslop, O.B.E., Consul-General (Commercial), British Consulate-General (Commercial), 1008 Detroit Bank and Trust Building, 211 Fort Street West, Detroit, Michigan 48226. (Tel. 962-4776 Area Code 313.) (Telex 230158 a/b Britain DET.)

HONOLULU – Mr. D. G. Barr, Consul, British Consulate, 1202 First Hawaiian Bank Buildings, 165 South King Street, Honolulu, Hawaii 96813. (Tel. 536-1048/9.) (Telex 634161 a/b Britain 634161.)

HOUSTON – Mr. A. J. W. Hockenhull, O.B.E., Consul-General, British Consulate-General, 1005 World Trade Centre, 1520 Texas Avenue, Houston, Texas 77002. (Tel. 223-2301 Area Code 713.) (Telex 762-307 a/b Britain HOU.)

LOS ANGELES – Mr. A. A. E. Franklin, C.V.O., C.B.E., Consul-General, British Consulate-General, 3324 Wilshire Boulevard, Los Angeles, California 90010. (Tel. 385-7381 Area Code 213.) (Telex 677421 a/b Britain LSA.)

MIAMI – Mr. D. W. M. Pierrotti, O.B.E., Consul, British Consulate, 932 Ingraham Building, 25, S.E. Second Avenue, Miami, Florida, 33131. (Tel. 371-7544/5/6 Area Code 305.) (Telex 519468 a/b Britain MIA.)

MINNEAPOLIS – Mr. E. H. Harrison, M.B.E., Consul (Commercial), British Government Trade Office, 922 Midwest Plaza Building, Minneapolis, Minnesota, 55402. (Tel. 335-0921 Area Code 612.) (Telex 290122 a/b Britrade MPS.)

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PHILADELPHIA – Mr. C. A. Thompson, Consul - General, British Consulate-General (Commercial), 12 South 12th Street, Philadelphia, Pennsylvania 19107. (Tel. 925-2430 Area Code 215.) (Telex 834636 a/b Britain PHA.)

SAN JUAN – Mr. K. B. Barratt, Consul, British Consulate, Room 1024, Banco Popular Centre, Hato Rey, San Juan 2, Puerto Rico (Postal address: P.O. Box 1307, San Juan, Puerto Rico 00902.) (Tel. 767-4435.) (Telex 365270) a/b 365270 Britain.)

ST. LOUIS – Mr. S. C. Stout, Consul (Commercial), British Consulate-General (Commercial, 7th Floor, Gateway Tower, 1 Memorial Drive, St. Louis, Missouri 63102. (Tel. 621-4688/9 Area Code 314.) (Telex 447190 a/b Britain STL).

SAN FRANCISCO – Mr. J. Murray, C.M.G., Consul-General, British Consulate-General, 9th Floor, Equitable Life Buildings, 120, Montgomery Street, San Francisco 94104, California. (Tel. 981-3030 Area Code 415.) (Telex 340628 a/b Britain SFO.)

SEATTLE – Mr. F. J. Pelly, M.B.E., Consul-General, British Consulate-General, (Commercial) 1216 Norton Building, 801 2nd Avenue, Seattle, Washington 98104. (Tel. 622-9253 Area Code 206.) (Telex 329602 a/b Britain SEA.)

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BALTIMORE – Mr. H. M. Stewart, M.B.E., Vice-Consul, British Consulate, Suite 3406, 222 St. Paul Place, Baltimore, Maryland 21202. (Tel. 727-1082 Area Code 301.)

NORFOLK – Mr. A. L. Nicholson, Honorary Consul, British Consulate, 932 Wainwright Building, 229 West Bute Street, Norfolk, Virginia, 23510. (Tel. MA 7-1934 Area Code 703.)

URUGUAY – Mr. D. R. Collard, First Secretary (Commercial), British Embassy, Edificio Banco de Londres y America del Sud, Cerrito 420, Piso 7°, MONTEVIDEO. (Tel. 9-2501.) (Telex 398139 a/b Prodrome UY.)

U.S.S.R. – Mr. N. E. Cox, Counsellor (Commercial), British Embassy, Commercial Department, Kutuzovsky Prospekt 7/4, MOSCOW G-248. (Tel. 241-1033/4.) (Telex 341 a/b Prodrome Moscow.)

VENEZUELA – Mr. C. T. Brant, Counsellor (Commercial), British Embassy, 12th Floor, Avenida La Estancia No. 10, Ciudad Comercial Tamanaco, Chuao, CARACAS. (Postal address: Apartado 1246, Caracas.) (Tel. 91.10.91, 91.12.55.) Telex 22768 a/b 22768 Procarac.)

VIETNAM – Mr. A. J. Ward, Second Secretary (Commercial), British Embassy, 25 Boulevarde Thong Nhut, P.O. Box No. 1, SAIGON. (Tel. 23441/2.)

YEMEN, PEOPLE'S DEMOCRATIC REPUBLIC OF – Mr. D. R. MacLennan, Third Secretary, British Embassy, 28 Ho Chi Minh Street, Khormaksar, ADEN. (Tel. 24171-5 and 24215.)

YUGOSLAVIA – Mr. P. McKearney, Counsellor (Commercial), British Embassy, Ulica Generala Zdanova 46, BELGRADE. (Tel. 645.055.) (Telex 11468 a/b 11468 YU Probel.)

ZAGREB – Mr. G. H. Baker, C.M.G., Consul-General, British Consulate-General, Ulica Ilica 12, (P.O. Box 454), Zagreb. (Tel. 424543.) (Telex 21309 a/b 21309 YU BR ZAG.)

ZAMBIA – Mr. J. B. Whittington, First Secretary (Commercial), British High Commission, Nationalist Road, P.O. Box RW50,, LUSAKA. (Tel. 51122.) (Telex LS 4115 a/b Ukrep ZA 4115.)

British Trade Correspondents

TRADE CORRESPONDENTS generally give part-time service to the Department of Trade and Industry. Often they are Civil Servants who have been selected to act in this capacity in addition to their normal duties; in certain other territories local businessmen undertake these functions. The extent to which British Trade Correspondents can assist British business visitors is therefore limited.

AFRICA, SOUTH WEST: Mr. M. A. Isaacson, P.O. Box 29, WINDHOEK, South West Africa. (Tel. 7983.)

BERMUDA: Mrs. A. Brackstone, c/o Visitors' Service Bureau, HAMILTON. (Tel. 1-2038.)

BRITISH HONDURAS: The Permanent Secretary, Ministry of Trade and Industries, P.O. Box 485, BELIZE CITY. (Tel. 3476.)

FALKLAND ISLANDS: The Colonial Secretary, STANLEY.

GIBRALTAR: Mr. E. H. Davis, C.M.G., O.B.E., The Financial Secretary, Government Secretariat, Gibraltar. (Tel. 2971, Ext. 51.) (Telex 223 a/b Secretariat Gibraltar.)

GILBERT AND ELLICE ISLAND COLONY: The Accountant - General, Treasury Department, Bairiki, TARAWA, Gilbert Islands.

GUINEA: Mr. John Buhagiar, c/o Paterson Zochonis Guinée S.A., B.P. 598, CONAKRY, Republic of Guinea. (Tel. 425/21, 431-02.)

NEWFOUNDLAND: Mr. A. G. Ayres, Newfoundland Board of Trade, P.O. Box 5127, ST. JOHN'S, Newfoundland.

NEW HEBRIDES: Mr. C. H. Allan, O.B.E., C.M.G., Resident Commissioner, VILA.

SEYCHELLES: Registrar of Co-operative Societies, Victoria, MAHE, Seychelles.

ST. HELENA; Collector of Customs, The Colonial Treasurer's Office, The Castle, Island of St. Helena, South Atlantic Ocean.

SOLOMON ISLANDS, BRITISH PROTECTORATE: The Comptroller of Customs and Excise, Customs Headquarters, P.O. Box 201, HONIARA, British Solomon Islands Protectorate.

TASMANIA: Mr. W. T. Loney, O.B.E., National Mutual Buildings, 119 Macquarie Street, HOBART. (Postal address: GPO Box 1068L, Hobart.) (Tel. Hobart 2-2776/7.)

Guide to countries in which towns are situated

Place	Country
Aarhus	Denmark
Abidjan	Ivory Coast
Abu Dhabi	Trucial States
Accra	Ghana
Addis Ababa	Ethiopia
Adelaide	Australia
Aden	Yemen
Alberta	Canada
Algiers	Algeria
Amman	Jordan
Amsterdam	Netherlands
Ankara	Turkey
Antwerp	Belgium
Apia	Samoa (Western)
Asmara	Ethiopia (Eritrea)
Asuncion	Paraguay
Athens	Greece
Atlanta	United States
Auckland	New Zealand
Baghdad	Iraq
Baltimore	United States
Banda Seri Begawan	Brunei
Bangkok	Thailand
Barcelona	Spain
Bari	Italy
Basle	Switzerland
Bathurst	Gambia
Beirut	Lebanon
Belgrade	Yugoslavia
Belize City	British Honduras
Benghazi	Libya
Benin City	Nigeria
Bergen	Norway
Berlin	Germany
Berne	Switzerland
Bilbao	Spain
Blantyre	Malawi
Bogota	Colombia
Bombay	India
Bonn	Germany
Bordeaux	France
Boston	United States
Bridgetown	Barbados
Brisbane	Australia
Brussels	Belgium
Bucharest	Rumania
Budapest	Hungary
Buea	Cameroon
Buenos Aires	Argentina
Cairo	United Arab Republic (Egypt)
Calcutta	India
Canberra	Australia
Capetown	South Africa
Caracas	Venezuela
Casablanca	Morocco
Chicago	United States
Christchurch	New Zealand
Cleveland	United States
Colombo	Ceylon
Conakry	Guinea, Republic of
Copenhagen	Denmark
Dacca	Pakistan
Dakar	Senegal
Dar-es-Salaam	Tanzania
Delhi	India
Detroit	United States
Djakarta	Indonesia
Doha	Qatar
Dubai	Trucial States
Dublin	Irish Republic
Durban	South Africa
Dusseldorf	Germany
Edmonton	Canada
Florence	Italy
Floriana	Malta
Frankfurt	Germany
Freetown	Sierra Leone
Funchal	Madeira
Gaberones	Botswana
Geneva	Switzerland
Genoa	Italy
Georgetown	Guyana
Gothenburg	Sweden
Guatemala City	Guatemala
Hague, The	Netherlands
Halifax	Canada
Hamburg	Germany
Hamilton	Bermuda
Hanover	Germany
Havana	Cuba
Helsinki	Finland
Hobart	Tasmania
Honiara	Solomon Islands, British Protectorate
Honolulu	United States
Houston	United States
Ibadan	Nigeria
Istanbul	Turkey
Jedda	Saudi Arabia
Johannesburg	South Africa
Kabul	Afghanistan
Kaduna	Nigeria
Kampala	Uganda
Karachi	Pakistan
Katmandu	Nepal
Khartoum	Sudan
Kingston	Jamaica
Kinshasa	Democratic Republic of Congo
Kota Kinabalu	Malaysia
Kuala Lumpur	Malaysia
Kuching	Malaysia
Lagos	Nigeria
Lahore	Pakistan
La Paz	Bolivia
Las Palmas	Spain (Canary Islands)
Lille	France
Lima	Peru
Lisbon	Portugal
Lomé	Togo
Los Angeles	United States
Lourenco Marques	Mozambique (Portuguese East Africa)
Luanda	Angola (Portuguese West Africa)
Lubumbashi	Democratic Republic of Congo
Lusaka	Zambia
Lyons	France
Madras	India
Madrid	Spain
Mahé	Seychelles
Malmo	Sweden
Managua	Nicaragua
Manama	Bahrain
Manila	Philippines
Marseilles	France
Maseru	Lesotho
Mbabane	Swaziland
Melbourne	Australia
Mexico City	Mexico
Miami	United States
Milan	Italy
Mogadishu	Somali Republic
Monrovia	Liberia
Montevideo	Uruguay
Montreal	Canada
Moscow	USSR
Munich	Germany
Muscat	Oman
Naples	Italy
Nairobi	Kenya
Nassau	Bahamas
New Delhi	India
New York	United States
Nice	France
Nicosia	Cyprus
Norfolk	United States
Nukualofa	Tonga
Osaka	Japan
Oslo	Norway
Ottawa	Canada
Paramaribo	Surinam
Palermo	Italy (Sicily)
Palma de Mallorca	Spain (Balearic Islands)
Panama City	Panama
Paris	France
Peking	China
Perth	Australia
Philadelphia	United States
Phnom Pehn	Khmer
Port-au-Prince	Haiti
Port Elizabeth	South Africa
Port of Spain	Trinidad
Portland	United States
Port Louis	Mauritius
Prague	Czechoslovakia
Pretoria	South Africa
Quebec City	Canada
Quito	Ecuador
Rabat	Morocco
Rangoon	Burma
Rawalpindi	Pakistan
Regina	Canada
Reykjavik	Iceland
Rio de Janeiro	Brazil
Rome	Italy
Saigon	Vietnam
St. John's	Newfoundland (Canada)
St. Louis	United States
Salonika	Greece
San Francisco	United States
San Jose	Costa Rica
San Juan	Puerto Rico (U.S.A.)
San Salvador	El Salvador
Santa Cruz de Tenerife	Spain (Canary Islands)
Santiago	Chile
Santo Domingo	Dominican Republic
Sao Paulo	Brazil
Seattle	United States
Seoul	Korea
Seville	Spain
Sofia	Bulgaria

Place	Country	Place	Country	Place	Country
Stanley	Falkland Islands	The Hague	Netherlands	Vientiane	Laos
Stockholm	Sweden	Thorshavn	Faroe Islands (Denmark)	Vigo	Spain
Strasbourg	France	Tokyo	Japan	Warsaw	Poland
Stuttgart	Germany	Toronto	Canada	Washington	United States
Suva	Fiji	Tripoli	Libya	Wellington	New Zealand
Sydney	Australia	Tunis	Tunisia	Windhoek	South West Africa
Taipei	Taiwan	Turin	Italy	Winnipeg	Canada
Tamsui	Taiwan	Ulan Bator	Mongolia	Yaoundé	Cameroon
Tananarive	Malagasy Republic	Valencia	Spain	Zagreb	Yugoslavia
Tangier	Morocco	Vancouver	Canada	Zurich	Switzerland
Tarawa	Gilbert and Ellice Islands	Venice	Italy		
Tegucigalpa	Honduras	Vienna	Austria		
Tehran	Iran				
Tel Aviv	Israel				

Customs notices of interest to exporters

THE FOLLOWING Public Notices issued by HM Customs and Excise relate to various aspects of export procedure. Copies of these Notices may be obtained from the local Officer of Customs and Excise, whose address appears in the telephone directory and to whom all inquiries should be addressed, or from the Secretary, HM Customs and Excise, 39-41, Mark Lane, London, EC3R 7HE.

General Notice	
49	Temporary importations: international co-operation
77E	Purchase tax-exports.
77X	Purchase tax - retail export schemes.
104	Temporary importations and exportations under ATA and ECS Carnets.
112	Authorized hours for Customs work at ports, airports and in long rooms and charges for attendance given at the request of merchants.
118	Samples required for the purpose of promoting exports from the United Kingdom: admission without payment of Customs duty and purchase tax.
206	Export trade reliefs: temporary importation for process or repair.
207	Reimported goods: relief from Customs duty and purchase tax.
210	Temporary importation of films and similar goods for copying, printing, etc., to fulfil export orders.
215	Relief from Customs duty and purchase tax on importations of goods intended for export which are not otherwise eligible for relief.
290	Export of personal and household effects.
300	Export reliefs scheduling scheme.
466	Export documents and trade statistics.
467	The New Customs Tariff and Overseas Trade Classification.
Exchange Control	Notice to Exporters. Issue dated September 1970. (Issued by HM Treasury - also obtained from any bank.)
Drawback	
7	Drawback on mixed or blended beers when exported or deposited in bonded warehouse.
74A	EFTA drawback: exception of EFTA goods re-exported to another EFTA country.
77M	British-made cars and motorcycles; tax free sales to tourists, etc.
132	Sugar: all matters relating to the importation, warehousing and export of sugar and sugar goods, and to the use of surcharge-free sugar for certain purposes.
172	Hydrocarbon oils: drawback of duty.
218	The conditions and procedures under which drawback of import duty may be claimed on goods which are exported in the same state as they were in when imported.
219	The conditions and procedures under which drawback of import duty may be claimed upon the exportation of goods produced or manufactured in this country from imported materials.
224	The examination of bottled beer, exported on drawback, at the premises of a licensed brewer for sale, or beer dealer, as an alternative to examination on the quay.
291	Claims for drawback on goods exported where there has been a variation in the duty rate.
372	Notice to exporters and other traders regarding goods exported, shipped as stores or deposited in bonded warehouse on drawback; authorization of signatories to drawback claims.
430	Tables of rates of sugar surcharge, distribution payments and corresponding repayments.
430A	Table of rates of sugar surcharge and distribution payment on imported invert sugar and other imported goods containing sugar and repayment rates of exported invert sugar and exported beer.

EXPORT PUBLICITY FOR INDUSTRY

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office covering your area.

NORTHERN: Mr. A. A. McLoughlin, Wellbar House, Gallowgate, Newcastle-upon-Tyne, NE1 4TB (0632 27575 - Telex 53277).

EAST & WEST RIDINGS: Mr. D. de M Guilfoyle, OBE, City House, Leeds, LS1 4JG (0532 38232 - Telex EconPlan 55472 - message to be prefixed for COI).

NORTH MIDLAND: Mr. T. Cooban, Cranbrook House, Cranbrook Street, Nottingham, NG1 1EW (0602 46121 - Telex 37572).

EASTERN: Mr. P. L. K. Schwabe, MVO, Block A, Government Buildings, Brooklands Avenue, Cambridge CB2 2DF (0223 58911 - Telex 81187).

LONDON & SOUTH EASTERN: Mr. E. A. Hunt, St. Christopher House Annexe, Sumner Street, London, S.E.1 (01-928 2371 - Telex 915444).

SOUTHERN: Mr. P. T. Ede, Market Place House, Reading, RG1 2EH (0734 581261 - Telex 84216).

SOUTH WESTERN: Mr. W. J. D. Irving, MVO, The Pithay, Bristol, BS1 2NF (0272 21071 - Telex 44203).

MIDLAND: Mr. D. C. Boyd, Five Ways House, Islington Row, Birmingham, 15 (021 643 8191 - Telex 33376).

NORTH WESTERN: Mr. H. V. Tillotson, Sunley Building, Piccadilly Plaza, Manchester, M1 4BD (061-832 9111 - Telex 667830).

SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1 (031-556 8501) District Office: 314 St. Vincent Street, Glasgow, C2 (041-221 5670 - Telex 77583).

ULSTER OFFICE: Director of Information, Northern Ireland Information Service, Stormont Castle, Belfast, BT4 3ST (0232 63011).

WELSH OFFICE: Mr. Idris Evans, MVO, Director, Welsh Office Information Division, 42 Park Place, Cardiff, CF1 3PY (0222 28066 - Telex 49327).

Vehicle production in May

THE DEPARTMENT of Trade and Industry have announced that in the four weeks ended May 29, the average rate of recorded production of cars was 39,100 a week, 13 per cent higher than in the corresponding period last year. The average rate of the recorded production of commercial vehicles, at 11,200 a week, was 8 per cent higher than in May last year.

Car production continued to be significantly affected by industrial disputes in May 1971 (as it was in May 1970), but not so seriously as in February, March and April 1971. Largely because of industrial disputes, total car production on a seasonally adjusted basis was 11 per cent lower in the three months March to May than in the previous three months, December to February.

Seasonally adjusted, total commercial vehicle production was 5 per cent lower in March to May 1971, than in the previous three months.

Production figures of road motor vehicles cover complete vehicles, chassis with engines for delivery as such and unassembled vehicles for export. Road tractors are included but battery operated road vehicles are excluded.

Production for export may differ from actual exports as recorded in the Overseas Trade Accounts because of difference in timing and coverage.

Table 1. Recorded production

	No. of Weeks	Passenger Cars (including taxis)				Commercial Road Vehicles			
		Totals	Home	Export	Weekly Average	Totals	Home	Export	Weekly Average
1965	52	1,722,045	1,069,374	652,671	33,116	455,216	280,976	174,240	8,754
1966	52	1,603,679	978,684	624,995	30,840	438,675	260,614	178,061	8,436
1967	52	1,552,013	988,273	563,740	29,846	385,106	245,692	139,414	7,406
1968	52	1,815,936	1,013,163	802,773	34,922	409,186	259,331	149,855	7,869
1969	53	1,717,073	892,758	824,315	32,398	465,776	272,998	192,778	8,788
1970	52	1,640,966	918,109	722,857	31,557	457,532	267,407	190,125	8,799
1971	52								
1969 1st quarter	13	451,156	239,544	211,612	34,704	120,445	71,361	49,084	9,265
2nd quarter	13	485,246	245,936	239,310	37,327	126,325	74,032	52,293	9,717
3rd quarter	13	354,572	185,096	169,476	27,275	98,435	57,463	40,972	7,572
4th quarter	14	426,099	222,182	203,917	30,436	120,571	70,142	50,429	8,612
1970 1st quarter	13	436,512	237,413	199,099	33,578	115,251	68,798	46,453	8,865
2nd quarter	13	470,164	263,064	207,100	36,166	132,415	78,431	53,984	10,186
3rd quarter	13	277,173	157,149	120,024	21,321	74,920	43,486	31,434	5,763
4th quarter	13	457,117	260,483	196,634	35,163	134,936	76,692	58,254	10,380
1971 1st quarter	13	432,417	229,549	202,868	33,263	109,687	61,362	48,325	8,437
2nd quarter	13								
3rd quarter	13								
4th quarter	13								
1970 January	4	146,560	80,854	65,706	36,640	40,610	24,524	16,086	10,152
February	4	135,489	72,851	62,638	33,872	35,117	21,608	13,509	8,779
March	5	154,463	83,708	70,755	30,893	39,524	22,666	16,858	7,905
April	4	136,760	75,475	61,285	34,190	39,341	24,667	14,674	9,835
May	4	137,766	76,016	61,750	34,442	41,542	24,494	17,048	10,386
June	5	195,638	111,573	84,065	39,128	51,532	29,270	22,262	10,306
July	4	80,827	42,953	37,874	20,207	22,284	12,055	10,229	5,571
August	4	96,052	57,227	38,825	24,013	25,222	15,280	9,942	6,306
September	5	100,294	56,969	43,325	20,059	27,414	16,151	11,263	5,483
October	4	139,926	79,658	60,268	34,982	45,098	25,885	19,213	11,274
November	4	155,006	89,489	65,517	38,751	45,228	25,679	19,549	11,307
December	5	162,185	91,336	70,849	32,437	44,620	25,128	19,492	8,924
1971 January	4	156,194	88,238	67,956	39,048	43,025	24,143	18,882	10,756
February	4	134,205	67,660	66,545	33,551	31,974	17,975	13,999	7,994
March	5	142,018	73,651	68,367	28,403	34,688	19,244	15,444	6,938
April	4	138,163	73,283	64,880	34,541	39,165	22,147	17,018	9,791
May	4	156,234	88,407	67,827	39,059	44,794	26,295	18,499	11,199
June	5								

Table 2. Production – seasonally adjusted

Monthly averages — Thousands

	Passenger Cars			Commercial Vehicles		
	Total	Home	Export	Total	Home	Export
1965	144	89	54	37·9	23·4	14·5
1966	134	82	52	36·6	21·7	14·8
1967	129	82	47	32·1	20·5	11·6
1968	151	84	67	34·1	21·6	12·5
1969	143	74	69	38·8	22·7	16·1
1970	137	77	60	38·1	22·3	15·8
1971						
1969 1st quarter	143	77	66	38·2	22·8	15·4
2nd quarter	148	76	72	39·8	23·3	16·5
3rd quarter	143	74	69	39·6	22·8	16·8
4th quarter	137	70	67	37·7	22·2	15·5
1970 1st quarter	138	76	62	36·5	21·9	14·6
2nd quarter	138	78	60	40·3	23·9	16·4
3rd quarter	115	65	50	31·0	17·7	13·3
4th quarter	156	87	69	44·6	25·6	19·0
1971 1st quarter	135	72	63	34·4	19·3	15·1
2nd quarter						
3rd quarter						
4th quarter						
1970 January	152	82	70	41·6	24·8	16·8
February	135	75	60	35·0	22·0	13·0
March	127	70	57	33·0	19·0	14·0
April	131	73	58	38·5	24·1	14·4
May	134	75	59	41·9	24·8	17·1
June	148	85	63	40·6	22·8	17·8
July	119	64	55	32·5	18·2	14·3
August	133	80	53	36·2	21·0	15·2
September	93	51	42	24·4	14·0	10·4
October	149	80	69	46·2	26·5	19·7
November	164	94	70	46·3	26·9	19·4
December	154	87	67	41·4	23·5	17·9
1971 January	162	90	72	44·1	24·3	19·8
February	133	70	63	31·8	18·3	13·5
March	110	58	52	27·3	15·2	12·1
April	140	75	65	40·7	23·0	17·7
May	148	85	63	44·0	26·0	18·0
June						
Average of:						
Dec.-Feb. 1971	150	82	68	39·0	22·0	17·0
March-May 1971	133	73	60	37·3	21·4	15·9
Percentage change	*–11*	*–11*	*–11*	*–5*	*–3*	*–7*

Index of industrial production for April

THE PROVISIONAL estimate index of production for April 1971, prepared by the Central Statistical Office, is 125·4 (seasonally adjusted). For manufacturing industry alone the figure is 127·3.

For the three months February to April 1971, it is provisionally estimated that production as a whole was 0·9 per cent lower than in the preceding three months, November to January 1971; for manufacturing industries alone there was a decrease of 2·1 per cent.

The average index numbers for the latest three months and the previous three months shown at the foot of the table give a general guide to the changes which have taken place in the output of the major industry groups in recent months.

Seasonally adjusted — 1963 = 100

	Total all industries	Mining and quarrying	Manufacturing industries													
			Total	Food, drink and tobacco			Coal and petroleum products	Chemicals and allied industries	Engineering and allied industries							
				Total	Food	Drink and tobacco			Total	Mechanical engineering	Instrument engineering	Electrical engineering	Shipbuilding and marine engineering	Vehicles and aircraft	Metal goods, n.e.s.
Weights	1,000	56	749	84	55	29	7	64	313	90	10	68	15	81	49
1966	113·2	90·1	114·2	108·7	106·8	112·3	121·8	123·4	116·0	122·6	121·9	120·6	93·2	111·7	110·3
1967	113·9	89·1	114·2	110·8	108·6	115·0	116·3	130·4	115·6	123·1	123·1	129·1	90·0	106·3	105·0
1968	119·8	84·8	121·4	115·5	112·3	121·6	126·4	140·0	122·4	125·5	134·7	137·4	86·8	117·2	113·4
1969	122·9	80·3	125·6	118·9	115·8	124·8	139·3	149·2	127·2	131·3	146·6	144·0	85·4	118·6	119·4
1970	124·1	78·3	127·1	121·5	117·0	130·2	151·1	158·0	128·1	134·9	152·3	148·6	86·1	115·9	115·4
1969 1st quarter	121·8	81·8	123·7	116·0	114·0	119·8	139·4	144·8	124·5	128·2	143·0	141·7	85·3	113·7	120·3
2nd quarter	123·3	81·2	125·7	118·2	115·0	124·2	136·8	147·7	127·0	130·7	152·5	140·4	85·3	121·0	119·0
3rd quarter	123·2	81·2	126·3	118·7	114·5	126·9	138·7	151·8	129·2	132·8	147·9	148·5	84·8	121·6	118·2
4th quarter	123·5	76·9	126·7	122·1	119·2	127·8	142·8	152·7	128·1	133·8	143·1	145·2	86·0	118·3	119·8
1970 1st quarter	123·8	80·2	126·6	118·2	114·4	125·9	150·0	151,3	128·3	134·5	154·1	147·2	85·6	119·2	113·4
2nd quarter	123·5	79·3	126·1	121·3	115·4	132·9	145·3	158·3	127·3	134·8	157·0	147·7	84·7	114·1	114·5
3rd quarter	124·3	78·8	127·3	122·8	118·7	130·8	153·0	160·2	127·0	135·1	147·8	148·0	86·8	111·0	117·5
4th quarter	124·6	74·8	128·4	123·5	119·5	131·2	155·8	162·0	129·7	135·2	150·1	151·3	87·1	119·2	116·1
1971 1st quarter	124·4	82·4	126·7	121·5	117·0	130·3	157·8	159·0	126·6	134·9	159·5	151·5	86·1	114·0	103·3
1970 November	123·4	65	127·4	124	120	131	153	162	128	130	146	150	87	119	115
December	125·0	79	128·7	123	119	130	157	163	131	142	149	152	87	118	116
1971 January	126·8	82	129·7	120	116	127	160	157	131	138	150	149	87	126	107
February	123·8	83	126·2	120	115	129	160	161	127	136	157	152	86	114	103
March	122·7	82	124·3	125	119	136	154	159	122	130	171	154	86	102	100
April	125·4	83	127·3	124	115	140	159	158	133	139	173	169	87	118	101
November-January (av.)	125·1	75	128·6	122	119	129	157	161	130	157	148	150	87	121	113
February-April (av.) p	124·0	83	125·9	123	117	135	158	159	126	135	167	153	86	111	101

	Manufacturing industries (continued)												Construction	Gas, electricity and water
	Metal manufacture			Textile, leather and clothing				Bricks, pottery, glass, etc.			Timber, furniture, etc.	Paper, printing and publishing	Other manufacturing industries	
	Total	Ferrous	Non-Ferrous	Total	Textiles	Leather, leather goods and fur	Clothing and footwear	Total	Bricks, cement, etc.	Pottery and glass				
Weights	60	46	14	88	56	4	27	29	19	10	21	59	25	127	68
1966	111·3	112·4	107·7	106·8	107·6	101·5	105·8	115·8	117·8	112·2	109·6	114·6	119·8	115·3	116·9
1967	104·7	105·0	103·8	103·2	105·0	90·2	101·5	120·1	124·4	112·4	111·5	114·2	122·7	119·4	121·2
1968	111·1	111·2	110·8	113·1	119·2	93·3	103·7	127·3	130·3	121·8	118·5	118·3	135·2	121·8	128·2
1969	114·5	116·2	109·3	115·6	123·5	93·9	102·7	127·8	126·9	129·3	110·8	123·4	141·6	118·9	136·2
1970	114·9	116·6	109·2	116·6	124·9	92·9	103·1	125·2	122·4	130·3	113·6	120·5	145·6	115·7	143·8
1969 1st quarter	114·7	115·1	113·2	115·3	122·7	96·7	103·1	127·6	126·7	129·3	111·1	121·2	136·5	118·4	139·8
2nd quarter	116·2	116·9	114·1	117·1	125·5	94·5	103·3	129·4	129·1	132·3	108·3	122·5	143·6	121·8	133·7
3rd quarter	112·5	114·0	107·6	115·1	122·4	93·9	103·1	128·0	127·5	130·1	110·5	124·8	145·7	118·2	132·4
4th quarter	114·3	118·0	102·5	114·1	123·2	90·9	101·3	126·0	124·2	129·2	112·8	125·2	141·1	117·2	138·9
1970 1st quarter	116·5	119·0	108·5	115·1	123·2	91·6	102·1	122·3	117·1	131·8	106·6	123·6	144·2	114·8	146·1
2nd quarter	115·1	117·0	109·0	115·8	123·9	93·7	102·6	121·8	122·1	121·3	115·0	120·3	142·3	117·7	141·6
3rd quarter	113·8	115·8	107·4	117·7	126·8	93·6	102·6	128·8	126·5	132·9	113·2	120·5	146·2	116·6	143·6
4th quarter	114·0	114·6	112·0	117·8	125·9	92·8	105·0	127·9	123·8	135·1	119·7	117·6	149·5	113·7	143·8
1971 1st quarter	111·3	113·2	105·2	117·1	125·3	90·6	104·1	129·0	128·5	129·9	118·8	112·7	149·3	116·2	149·3
1970 November	113	114	110	118	126	92	104	128	124	136	120	117	150		145
December	109	108	111	117	124	94	106	128	123	138	120	116	152		142
1971 January p	119	121	116	120	127	94	110	128	127	129	126	116	144		151
February p	110	112	103	116	126	89	100	130	130	132	120	110	152		146
March p	105	107	98	115	124	89	102	129	129	128	111	112	152		151
April	106	109	99	118	125	87	107	123	119	131	122	118	152		157
November-January (av.)	114	114	112	118	126	93	107	128	124	135	122	117	150 †		146
February-April (av.) p	107	109	100	116	125	88	103	128	126	130	117	113	149 †		151

† Latest available 3 months (January-March) and previous 3 months (October-December)

Index of industrial production for Wales for the first quarter

DURING THE FIRST QUARTER of 1971 the Index of Industrial Production for Wales maintained the level recorded during the fourth quarter of 1970. The seasonally adjusted figure for Wales was 124, compared with 122 for the corresponding quarter of 1971.

The Welsh Manufacturing Index fell by two points from the record level attained in the previous two quarters. During the first quarter of 1971 the Index of Welsh Manufacturing Industries stood at 135, compared with 137 in the previous quarter, and 131 in the corresponding quarter of 1970.

Within the Manufacturing sector gains were recorded in Food, Drink and Tobacco (+5), Coal and Petroleum Products (+5), Non-ferrous metals (+3), Mechanical and Instrument Engineering (+4), Metal goods (+2), and Other Manufacturing (+1). Among those industries registering falls were Chemicals (−1), Ferrous Metals (−6), Electrical Engineering (−8), Vehicles (−3)–this can largely be attributed to industrial action during the quarter, Textiles and Clothing (−10), and Timber and Paper (−6). The Engineering and Allied Industries group, as a whole, maintained the level established during the previous quarter.

No change was registered during the period in either Construction of the Utilities. Mining and Quarrying, recovering from the industrial troubles of the previous quarter, rose by 12 points to 67.

1963 = 100

SIC Orders, 1968	1963 Weights per Thousand	Annual Indices			Quarterly Indices (‡)						
					Unadjusted		Seasonally adjusted				
		1968	1969	1970	1970 1st qtr.	1971 1st qtr.	1970 1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1971 1st qtr.
Total: All industries	1,000	126	123	124	126	128	122	125	125	124	124
Mining and quarrying	142	89	78	66	73	71	70	67	71	55	67
Total: All manufacturing industries	650	132	131	135	136	137	131	135	137	137	135
Food, drink and tobacco	41	110	108	112	109	111	106	114	111	119	124
Coal and petroleum products	16	131	149	149	157	153	152	142	160	143	148
Chemicals and allied industries	47	162	160	160	160	164	156	160	162	162	161
Metal manufacture: Total	227	109	102	109	109	107	105	109	114	108	104
Ferrous	198	108	100	109	107	107	104	108	114	109	103
Non-ferrous	29	115	116	110	116	110	111	115	113	102	105
Engineering and allied industries	167	152	155	157	156	166	150	160	157	160	160
Mechanical and instrument engineering	48	205	207	193	196	207	187	197	195	194	198
Electrical engineering	54	134	138	152	147	165	139	155	151	165	157
Vehicles (including aircraft)	30	132	145	152	154	155	149	153	152	153	150
Metal goods, n.e.s.	34	121	118	115	115	119	115	115	113	118	120
Textiles, and leather and fur, and clothing and footwear	70	126	127	130	137	131	130	127	131	134	124
Timber, furniture, etc., and paper, printing and publishing	35	145	162	165	167	169	162	163	163	171	165
Bricks, pottery, glass and cement, etc.	21	183	159	163	161	175	157	164	159	173	171
Other manufacturing industries	26	147	156	155	163	163	155	156	155	154	155
Construction	128	134	127	130	125	126	129	140	119	131	131
Gas, electricity and water	80	123	127	130	146	143	131	128	134	128	128

(†) The above figures incorporate, in the light of the most recent information, amendments which have been found necessary to figures already published
(‡) Figures for the first quarter of 1971 can be regarded as being provisional for both Wales and the United Kingdom

Northern Ireland index of production

THE PROVISIONAL index of industrial production for Northern Ireland for April 1971 is 160 (1963 = 100). This is the same as the index for March 1971 and 5 points higher than for April 1970.

The index numbers for the main industrial groups with the increase or decrease on April 1970 shown in brackets are: textiles 241 (+30 points); clothing 146 (+19); engineering and metals 120 (+8); food, drink and tobacco 121 (−2); timber and furniture 141 (+5); mineral products 135 (−8); other manufacturing industries 237 (+10); gas, electricity and water 183 (−1).

General index of retail prices for May

THE DEPARTMENT of Employment announce that at May 18, 1971, the official index figure which measures changes in the average level of retail prices compared with the level at January 16, 1962 (taken as 100), was 153·2 compared with 152·2 at April 20. The principal changes in the index during the month were increases in the prices of butter, potatoes and electricity and reductions in the prices of household coal and coke. The changes in the prices of potatoes and household coal and coke were largely seasonal

'Economic Progress Report' for July

ARTICLES IN THE JULY issue of *Economic Progress Report* are as follows: **'Taxation'**. This year's Budget contained a number of important proposals for long-term tax reform. As a background to the proposed changes, this article looks at the pattern of taxation in Britain and describes how it has changed in recent years. **'Controlling bank credit'**. An outline of the main proposals for new techniques of controlling bank credit published recently in the Bank of England's consultative document *Competition and Credit Control*. **'Monthly Economic Assessment'**. This article was first published in *Trade and Industry* for June 23, page 628. **'Economic Indicators'**.

Economic Progress Report, prepared by the Treasury Information Division, is published every month. It contains articles on economic subjects, analyzing or giving background to Government economic policy, together with the Treasury's assessment of the economic situation and a table and charts of economic indicators.

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A complete list of titles of Business Monitors was last published in *Trade and Industry* on March 31, on page 679.

Release dates of economic statistics—revised dates in June and July

THE FOLLOWING revisions have been made to the lists of release dates of economic statistics, prepared by the Central Statistical Office and published in *Trade and Industry* of June 23.

The *Department of Employment Gazette* containing stoppages due to industrial disputes in May and index of average earnings for April will now be published on Monday, June 28.

The press notices on housing starts and completions and house improvement grants for May will be released on Thursday, July 8. The figures for June will be released on Thursday, July 29.

Machine tool deliveries and orders

Substantial fall in new orders

PROVISIONAL FIGURES issued by the Department of Trade and Industry show a further decline in the level of net new orders in the first four months of 1971 to £46 million, 36 per cent below the same period of 1970. Deliveries remained at a high level.

Home market

Deliveries, at £40·8 million, were 4 per cent above 1970, but were boosted by unusually large deliveries in March. New orders remained depressed.

Export market

Deliveries in the first quarter of 1971, were high at a peak of £22·7 million, and, up till April, were 11 per cent above the same period of 1970. New orders, including a single large order of £2·3 million from Russia taken in March, were 34 per cent below 1970.

Numerically controlled machine tools

Deliveries during 1970 were 8 per cent above 1969. New orders rose 24 per cent, entirely owing to a rise of 64 per cent in export new orders.

Table 1. Metal working machine tools orders and deliveries

£ million

	Recorded figures								
	Deliveries			Orders outstanding (end of period)			Net new orders (†)		
	Total	Export	Home	Total	Export	Home	Total	Export	Home
1966	149·1	43·5	105·6	100·6	29·5	71·1	145·5	44·2	101·3
1967	155·6	45·7	109·9	91·7	42·2	49·5	145·7	58·1	87·6
1968	153·1	53·2	99·9	105·5	49·1	56·4	166·9	60·2	106·7
1969	171·9	67·6	104·3	149·3	64·5	84·8	215·7	83·0	132·7
1970	198·7	78·5	120·2	149·2	72·7	76·5	198·5	86·7	111·8
1970 1st quarter	50·5	21·3	29·2	151·3	64·4	86·9	52·4	21·1	31·3
2nd quarter	48·3	17·0	31·3	162·0	72·7	89·3	59·0	25·4	33·6
2nd quarter	49·9	18·9	31·0	156·3	73·2	83·1	44·2	19·4	24·8
4th quarter	50·0	21·3	28·7	149·2	72·7	76·5	42·9	20·8	22·1
1971 1st quarter p	55·0	22·7	32·3	130·4	66·0	64·4	36·3	16·1	20·2
2nd quarter									
3rd quarter									
4th quarter									
1970 January	15·3	6·7	8·6	150·7	63·9	86·8	16·7	6·0	10·7
February	15·4	6·4	9·0	152·1	64·6	87·7	16·8	7·0	9·8
March	19·8	8·2	11·6	151·3	64·4	86·9	18·9	8·1	10·8
April	15·8	5·8	10·0	155·6	67·4	88·2	20·2	8·9	11·3
May	15·4	5·5	9·9	159·6	70·1	89·5	19·4	8·2	11·2
June	17·1	5·7	11·4	162·0	72·7	89·3	19·4	8·3	11·1
July	15·0	4·4	10·6	164·5	75·2	89·3	17·5	6·9	10·6
August	16·5	6·9	9·6	161·8	76·2	85·6	13·9	7·9	6·0
September	18·4	7·6	10·8	156·3	73·2	83·1	12·8	4·6	8·2
October	17·2	6·8	10·4	155·7	75·4	80·3	16·5	8·9	7·6
November	14·8	6·4	8·4	153·0	74·4	78·6	12·1	5·3	6·7
December	18·0	8·2	9·8	149·2	72·7	76·5	14·2	6·5	7·7
1971 January p	17·3	7·4	9·9	143·8	70·1	73·7	12·0	4·9	7·1
February p	14·6	6·2	8·4	138·8	68·5	70·3	9·6	4·6	5·0
March p	23·1	9·1	14·0	130·4	66·0	64·4	14·7	6·6	8·1
April p	15·8	7·3	8·5	124·5	62·5	62·0	9·9	3·8	6·1
May									
June									
July									
August									
September									
October									
November									
December									
January-April 1971 ‡	70·8	30·0	40·8	124·5	62·5	62·0	46·2	19·9	26·3
January-April 1970	66·3	27·1	39·2	155·6	67·4	88·2	72·6	30·0	42·6
Percentage change	*+7*	*+11*	*+4*	*-20*	*-7*	*-30*	*-36*	*-34*	*-38*

p Provisional.
(†) Figures are derived from deliveries and the change in orders on hand during the period. (Before rounding.)
(‡) There may be an apparent slight discrepancy between the sum of the constituent items and the totals shown.

Table 2. Numerically controlled metal working machine tools

	Deliveries during the quarter						New orders received during the quarter					
	Total		Export		Home		Total		Export		Home	
	No.	Value Thous.	No.	Value Thous.	No.	Value Thous.	No.	Value Thous.	No.	Value Thous.	No.	Value Thous.
1966	323	4,161		904		3,257	460	7,413	141	2,793	319	4,620
1967	458	7,503		2,534		4,969	469	10,429	101	3,688	368	6,741
1968	558	11,875	109	2,547	449	9,328	505	14,231	130	4,542	375	9,689
1969	543	14,627	189	6,141	354	8,486	693	17,602	248	6,870	445	10,732
1970	600	15,739	241	6,603	359	9,136	725	21,900	350	11,241	375	10,659
1967 1st quarter	93	1,324		322		1,002	89	1,745	12	509	77	1,236
2nd quarter	112	1,385		308		1,077	124	3,577	36	2,135	88	1,442
3rd quarter	114	2,172		936		1,236	121	2,473	23	510	98	1,963
4th quarter	139	2,622		968		1,654	135	2,635	30	532	105	2,103
1968 1st quarter	157	3,322	35	860	122	2,462	91	2,075	11	222	80	1,853
2nd quarter	110	1,976	24	434	86	1,542	149	4,904	36	1,562	113	3,342
3rd quarter	129	3,025	23	623	106	2,402	147	4,496	44	1,755	103	2,741
4th quarter	162	3,552	27	630	135	2,922	118	2,757	39	1,004	79	1,753
1969 1st quarter	123	2,995	31	831	92	2,164	163	3,627	36	1,028	127	2,599
2nd quarter	140	4,012	45	1,617	95	2,395	149	3,022	54	1,238	95	1,784
3rd quarter	133	3,010	47	1,265	86	1,745	161	4,276	69	2,064	92	2,212
4th quarter	147	4,610	66	2,428	81	2,182	220	6,677	89	2,540	131	4,137
1970 1st quarter	135	3,692	52	1,387	83	2,305	215	6,039	120	3,205	95	2,834
2nd quarter	141	3,843	45	1,185	96	2,658	227	7,162	110	3,885	117	3,277
3rd quarter	179	4,388	84	2,317	95	2,071	156	4,912	67	2,313	89	2,599
4th quarter	146	3,816	60	1,714	86	2,102	127	3,787	58	1,838	69	1,949
January-December 1970	600	15,739	241	6,603	359	9,136	725	21,900	350	11,241	375	10,659
January-December 1969	543	14,627	189	6,103	354	8,486	693	17,602	248	6,870	445	10,732
Percentage change		*+8*		*+8*		*+8*		*+24*		*+64*		*-1*

Note: Prior to 1968 numbers for Export Deliveries were not collected.

Fifteen top European electrical control gear executives visited Allen West-EAC to look over the Moulsecoomb, Brighton works during a British tour. Countries represented included Austria, Belgium, Italy, Western Germany and Switzerland. After an official welcome by Mr. R. Beattie, Allen West Group managing director, they were shown the latest production lines in the various factory areas.

An inspector makes a trial assembly of grate bars, part of an order received by APV Paramount Ltd., of Crawley, from Head Wrighton Teeside Ltd., for a considerable tonnage of sinter plant grate bars. They are to be installed in an iron ore sintering plant to be built in Brazil by Wrightson as part of an integrated steel works.

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Commodity analysis of the turnover of large retailers

IN ORDER TO provide more information about trends in the sales of individual commodity groups than can be obtained from figures of the total turnover of particular kinds of business, large retail organizations (with a turnover in 1966 exceeding £1 million) have been asked to complete an analysis of their turnover as part of the Annual Inquiries conducted by the Business Statistics Office into the Distributive and Service Trades for 1967 and subsequent years. Fifteen groups of commodities are distinguished in this analysis. The results are now available for the three years 1967 to 1969, and are given in this article together with corresponding figures from the 1966 Census of Distribution. Some of the statistical qualifications to the interpretation of the figures are given in a technical appendix.

Food (including chocolate and sugar confectionery)

The value of sales of food by large retailers increased by 23 per cent between 1966 and 1969, a period during which average food prices increased by about 9 per cent. As total consumers' expenditure on food is estimated to have risen by just over 12 per cent (at current prices) in this period, it would appear that, even though the figures come from different sources, the sales of food by large retailers have been growing at the expense of other outlets, principally smaller retailers.

The large co-operative societies' share of the total sales of food by large retailers fell from 28.5 per cent in 1966 to 25.1 per cent in 1969; the share of food shops increased from 59.3 per cent to 61.5 per cent and the share of non-food shops (about half of which was accounted for by chocolate and sugar confectionery) increased from 12.2 per cent to 13.3 per cent in these three years.

	1966	1967	1968	1969
	£ million			
Sales of food by large retailers : Total	1,844·5	1,969·1	2,114·3	2,272·1
Kind of business	*Percentage*			
Retail co-operative societies	*28·5*	*26·4*	*25·4*	*25·1*
Other food shops	*59·3*	*61·1*	*61·5*	*61·5*
Non-food shops	*12·2*	*12·5*	*13·2*	*13·3*

Alcoholic drink

The value of sales of alcoholic drink by large retailers increased by over 60 per cent between 1966 and 1969. As total consumers' expenditure on alcohol increased by less than 20 per cent over this period, there must have been considerable expansion in the sales of alcohol by shops belonging to large retail organizations compared with other outlets such as public houses, licensed hotels, small retailers etc.

The co-operative societies' share of all retailers' sales of alcoholic drink, including the small as well as large societies, rose substantially between 1961 and 1966 from less than 2 per cent to 5 per cent. The co-operative share of the total turnover of alcoholic drink by large retailers remained fairly steady at between 9 and 9½ per cent of the total between 1966 and 1969. During this period the sales of alcohol by large grocers, again as a proportion of the sales of all large retail organizations, rose dramatically from 18 per cent to 27 per cent; but the shares held by other food shops (in which off-licences are included) and by non-food shops declined correspondingly.

	1966	1967	1968	1969
	£ million			
Sales of alcoholic drink by large retailers: Total	115·1	134·8	149·0	187·2
Kind of business	*Percentage*			
Retail co-operative societies	*9·5*	*8·8*	*9·5*	*9·1*
Grocers	*17·9*	*19·7*	*22·9*	*27·0*
Other food shops	*66·7*	*65·4*	*62·0*	*59·1*
Non-food shops	*5·9*	*5·9*	*5·6*	*4·9*

Cigarettes and tobacco

The 50 per cent rise in the value of sales of cigarettes and tobacco by large retailers between 1966 and 1969 reflects an increase of nearly one-third in real terms. Here again large retailers were taking a considerable amount of trade away from other outlets, in particular from the smaller tobacconists and perhaps to a lesser extent from catering establishments and men's hairdressers etc. The share of all co-operative societies in the total sales of cigarettes and tobacco by retailers had fallen from 14 per cent in 1961 to less than 12 per cent in 1966, and since then the large societies' share of sales by all large retail organizations has declined even more sharply from nearly 52 per cent in 1966 to 38 per cent by 1969, as the counterpart of an increase in share by large food shop organizations from 10.7 per cent in 1966 to 27.1 per cent in 1969. There was a more modest downward movement of the share of tobacco sales by large retail organizations accounted for by non-food shops (which includes the confectioners, tobacconists, newsagents kind of business). But it should be borne in mind when comparing these figures that a large part of all sales of cigarettes and tobacco by retailers is still in the hands of the traditional confectioners, tobacconists, and newsagents shops belonging to smaller organizations which had gained ground slowly between 1961 and 1966 at the expense of food shops and co-operative societies. Large organizations were responsible for only 20 per cent of all tobacco sales by retailers in 1966.

	1966	1967	1968	1969
	£ million			
Sales of cigarettes and tobacco by large retailers: Total	188·2	190·2	222·8	283·3
Kind of business	*Percentage*			
Retail co-operative societies	*51·6*	*48·9*	*44·9*	*38·4*
Food shops	*10·7*	*13·4*	*18·3*	*27·1*
Non-food shops	*37·7*	*37·6*	*36·8*	*34·5*

Sales other than food, alcoholic drink or tobacco

Between 1966 and 1969 the sales of these non-food goods and services by large retailers increased by 18 per cent. Of this increase nearly two thirds may have been attributable to price changes. Large co-operative societies continued to lose trade, both absolutely, and even more in relation to the total non-food turnover of large retailers. Of the non-foods sold by all large retailers the proportion sold by large food shops increased from 2.4 per cent in 1966 to 2.7 per cent in 1969. This was a modest rise compared with the rapid growth in the sales of non-food goods recorded by all food shops between the 1961 and 1966 census, when the share increased from 1½ per cent to 2½ per cent.

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	1966	1967	1968	1969
	£ million			
Sales other than food, alcoholic drink or tobacco by large retailers: Total	2,703·6	2,824·2	3,025·3	3,200·8
Kind of business	*Percentage*			
Retail co-operative societies	*10·5*	*9·5*	*8·9*	*8·6*
Food shops	*2·4*	*2·5*	*2·7*	*2·7*
Non-food shops	*87·2*	*88·1*	*88·4*	*88·8*

For both men's wear and women's wear the percentage of trade handled by non-co-operative clothing and footwear shops increased a little between 1966 and 1969 at the expense of the department stores; the percentage for men's wear increasing from 64 per cent to nearly 65 per cent and for women's wear increasing from 48 per cent to 49 per cent. The share of department stores fell from 11 per cent to 10 per cent for men's wear and from 22 per cent to 21 per cent for women's wear.

	1966	1967	1968	1969
	£ million			
Sales of men's wear by large retailers: Total	329·1	341·5	368·7	401·0
Kind of business	*Percentage*			
Retail co-operative societies	*6·7*	*5·8*	*5·4*	*4·9*
Clothing and footwear	*63·6*	*64·4*	*64·7*	*64·5*
Other non-food	*5·2*	*5·6*	*5·3*	*5·0*
Department stores	*11·0*	*11·0*	*10·6*	*10·1*
General mail order houses	*12·7*	*12·4*	*12·5*	*12·5*
	£ million			
Sales of women's wear by large retailers: Total	686·2	706·0	753·5	804·0
Kind of business	*Percentage*			
Retail co-operative societies	*5·3*	*5·0*	*5·1*	*4·8*
Clothing and footwear	*48·1*	*47·7*	*48·0*	*49·1*
Other non-food	*8·1*	*8·4*	*8·2*	*7·6*
Department stores	*21·9*	*22·2*	*21·8*	*21·1*
General mail order houses	*15·7*	*15·7*	*15·6*	*15·5*

There was little change in the shares of footwear sold by the different kinds of retailers, except that the co-operative share fell with a compensating rise in the share of footwear sales handled by the large mail order houses.

	1966	1967	1968	1969
	£ million			
Sales of footwear by large retailers: Total	246·3	253·0	260·2	286·6
Kind of business	*Percentage*			
Retail co-operative societies	*6·6*	*6·1*	*5·9*	*5·4*
Clothing and footwear	*67·2*	*66·6*	*66·7*	*67·4*
Other non-food	*5·3*	*5·7*	*5·3*	*5·0*
Departmental stores	*6·0*	*6·2*	*6·4*	*6·0*
General mail order houses	*14·7*	*15·0*	*15·4*	*15·2*

For electrical appliances, furniture, furnishings and floor coverings, durable goods shops handled 35 per cent of sales by large retailers in 1966 rising to 37 per cent in 1969. Over the same period the co-operative share fell from 13 per cent to 10 per cent.

	1966	1967	1968	1969
	£ million			
Sales of electrical appliances, furniture, etc. by large retailers: Total	518·9	566·3	608·5	636·0
Kind of business	*Percentage*			
Retail co-operative societies	*13·4*	*11·7*	*11·0*	*10·5*
Durable goods shops	*34·7*	*35·8*	*37·1*	*37·4*
Other non-food	*10·2*	*10·0*	*9·4*	*10·0*
Departmental stores	*21·1*	*21·4*	*21·3*	*21·2*
General mail order houses	*17·2*	*17·5*	*17·3*	*17·3*

For drugs and toilet preparations, the co-operative share fell from just under 14 per cent to 10½ per cent. The share of this trade handled by department stores rose from 8 per cent to nearly 10 per cent. The share of mail order houses was very small, being only 0.4 per cent in 1966, but it had doubled by 1969.

	1966	1967	1968	1969
	£ million			
Sales of drugs and toilet preparations by large retailers: Total	200·4	206·5	222·3	231·0
Kind of business	*Percentage*			
Retail co-operative societies	*13·9*	*12·4*	*10·6*	*10·6*
Other non-food	*72·8*	*72·8*	*74·0*	*72·3*
Department stores	*7·7*	*8·3*	*8·9*	*9·7*
General mail order houses	*0·4*	*0·7*	*0·6*	*0·8*

CHANGES IN THE COMMODITY MIX OF DIFFERENT KINDS OF BUSINESS

Co-operative societies

Food accounted for a steadily rising proportion of the sales of large co-operative societies between 1966 and 1969, increasing from 57.3 per cent in 1966 to 58.8 per cent in 1969. Sales of alcoholic drink rose sharply between 1968 and 1969 after a somewhat slow growth between 1966 and 1968, but still accounted for less than 2 per cent of sales in 1969. The share of co-operative sales accounted for by cigarettes and tobacco varied between 10½ per cent and 11 per cent over this period. The proportion of drugs and toilet preparations fell from just over 3 per cent to 2½ per cent, clothing and footwear from just over 9 per cent to 7½ per cent and electrical appliances, furniture, furnishings etc. from 7½ per cent to 7 per cent.

Grocers

Seven-eighths of sales by grocers were sales of food throughout this period, but the sales of alcoholic drinks, although only 2 per cent in 1966 had nearly doubled to just under 4 per cent in 1969, and sales of cigarettes and tobacco were nearly 5 per cent of turnover in 1969 having risen markedly from 1.3 per cent in 1966.

Department stores

There were no marked changes in the composition of department store's trade over the period 1966 to 1969 with only marginal increases in the share of food, tobacco, electrical appliances, drugs and toilet preparations, and modest declines in the share of men's wear, women's wear and furniture, etc.

Clothing and footwear shops

The food departments increased their share of trade by these shops from 9 per cent to 11 per cent between 1966 and 1969. There were small decreases in the shares of women's wear (from 40 per cent to 39 per cent) and footwear (from 20 per cent to 19 per cent).

General mail order houses

There were few changes in the commodity mix of sales by general mail order houses, although there was a modest rise in the proportion of sales attributable to leather, sports and fancy goods and toys from 6½ per cent in 1966 to 7½ per cent in 1969, with compensating falls in the share of hardware etc. from 9 per cent to 8 per cent and women's wear from 29½ per cent to 28½ per cent.

Durable goods shops

The share of sales by durable goods shops accounted for by electrical appliances, records etc. rose from 22 per cent in 1966 to 26 per cent in 1969; on the other hand the share of furniture, furnishings and floor coverings fell from 39 per cent to 36 per cent.

(Continued on next page)

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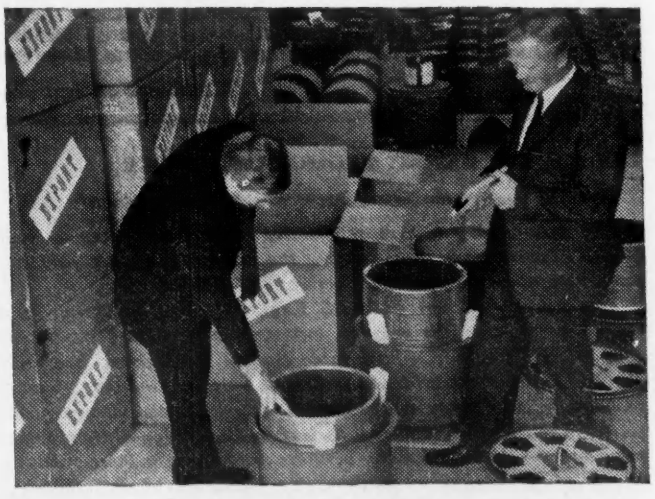
Table 1. Commodity analysis of the turnover of large retail organizations

Commodity share within each kind of business (1)

Commodity	All kinds of business								Retail Co-operative Societies								Grocers			
	1966		1967		1968		1969		1966		1967		1968		1969		1966		1967	
	£m	%	£m	%	£m	%	£m	%	£m	%	£m	%	£m	%	£m	%	£m	%	£m	%
Food	1,844·5	38·0	1,969·1	38·5	2,114·3	38·4	2,272·1	38·2	525·1	57·3	520·6	58·2	536·3	58·	571·2	58·8	860·1	90·1	954·8	89·6
Alcoholic drink	115·1	2·4	134·8	2·6	149·0	2·7	187·2	3·1	10·9	1·2	11·9	1·3	14·2		7·0	1·8	20·6	2·2	26·6	2·5
Cigarettes and tobacco	188·2	3·9	190·2	3·7	222·8	4·0	283·3	4·8	97·1	10·6	93·1	10·4	100·0	10	8·7	11·2	12·0	1·3	17·4	1·6
Newspapers, books and stationery	85·5	1·8	94·1	1·8	103·2	1·9	112·0	1·9	1·7	0·2	1·6	0·2	1·6	0·2	1·6	0·2				
Hardware, soap, etc.	212·5	4·4	216·6	4·2	225·3	4·1	223·0	3·8	37·0	4·0	33·7	3·8	30·8	3·3	32·8	3·4				
Electrical appliances, records, etc	161·5	3·3	187·7	3·7	206·7	3·6	222·0	3·7	20·4	2·2	20·9	2·3	22·1	2·4	22·6	2·3				
Furniture, furnishings, floor coverings	357·4	7·4	378·6	7·4	401·8	7·3	414·0	6·9	49·0	5·3	45·1	5·0	44·9	4·9	44·0	4·5				
Men's and boy's wear	329·1	6·8	341·5	6·7	368·7	6·7	401·0	6·7	21·9	2·3	19·9	2·2	20·0	2·2	19·8	2·0				
Women's, girls' and children's wear, drapery, etc.	686·2	14·1	706·0	13·8	753·5	13·7	804·0	13·5	36·2	3·9	35·2	3·9	38·2	4·1	38·6	4·0	61·7	6·5	66·6	6·3
Footwear	246·3	5·1	253·0	4·9	260·2	4·7	286·6	4·8	16·2	1·8	15·4	1·7	15·3	1·7	15·4	1·6				
Leather, sports and fancy goods and toys	108·0	2·2	112·0	2·2	124·2	2·3	130·3	2·2	4·8	0·5	5·0	0·6	4·5	0·5	4·7	0·5				
Jewellery, watches and clocks, etc.	50·6	1·0	53·0	1·0	59·0	1·1	60·6	1·0	3·1	0·3	3·2	0·4	3·2	0·4	3·0	0·3				
Drugs, toilet preparations, etc.	200·4	4·1	206·5	4·0	222·3	4·0	231·0	3·9	27·9	3·0	25·6	2·9	23·5	2·6	24·5	2·5				
Photographic goods, perambulators and other new and second-hand goods	100·6	2·1	104·2	2·0	114·9	2·1	115·0	1·9	40·7	4·4	37·7	4·0	38·7	4·2	37·9	3·9				
All other receipts	165·5	3·4	171·0	3·3	185·5	3·4	201·3	3·4	24·9	2·7	25·7	2·9	27·9	3·0	29·4	3·0				
Total	4,851·4	100·0	5,118·3	100·0	5,511·4	100·0	5,943·4	100·0	916·9	100·0	894·6	100·0	921·2	100·0	971·2	100·0	954·4	100·0	1,065·4	100·0

Table 1 (*continued*)

Commodity	Durable Goods Shops								Other Non-food Shops							
	1966		1967		1968		1969		1966		1967		1968		1969	
	£m	%	£m	%	£m	%	£m	%	£m	%	£m	%	£m	%	£m	%
Food	—	—	—	—	—	—	—	—	116·5	16·1	120·4	15·8	134·5	16·4	143·7	16·7
Alcoholic drink	—	—	—	—	—	—	—	—	0·3	—	0·7	0·1	0·8	0·1	0·6	0·1
Cigarettes and tobacco	—	—	—	—	—	—	0·0	—	66·7	9·2	66·5	8·8	75·9	9·3	89·3	10·4
Newspapers, books and stationery	0·4	0·1	1·0	0·3	1·6	0·4	2·2	0·6	73·1	10·1	79·4	10·4	86·6	10·6	93·9	10·9
Hardware, soap, etc.	1·6	0·5	1·6	0·5	1·7	0·5	2·2	0·6	64·1	8·9	68·1	9·0	67·8	8·3	65·4	7·6
Electrical appliances, records, etc.	64·9	22·0	80·0	25·1	90·6	25·5	100·1	26·3	27·8	3·8	30·2	4·0	32·3	3·9	35·3	4·1
Furniture, furnishings, floor coverings	115·0	39·0	122·9	38·6	135·1	38·0	137·7	36·2	25·0	3·5	26·3	3·5	24·6	3·0	28·0	3·3
Men's and boys' wear									17·0	2·3	19·2	2·5	19·5	2·4	19·9	2·3
Women's, girls' and children's wear, drapery, etc									55·6	7·7	59·6	7·8	61·9	7·6	61·2	7·1
Footwear									13·0	1·8	14·3	1·9	13·7	1·7	14·2	1·7
Leather, sports and fancy goods and toys	113·0	38·3	112·7	35·4	126·8	35·6	138·0	36·3	46·3	6·4	45·9	6·0	46·8	5·7	46·5	5·4
Jewellery, watches and clocks, etc.									27·6	3·8	29·5	3·9	33·4	4·1	34·4	4·0
Drugs and toilet preparations, etc.									145·8	20·1	150·4	19·8	164·4	20·1	167·1	19·4
Photographic goods, perambulators and other new and second-hand goods									32·0	4·4	36·5	4·8	43·1	5·3	43·2	5·0
All other receipts									13·7	1·9	13·0	1·7	13·0	1·6	17·0	2·0
Total	294·9	100·0	318·2	100·0	355·8	100·0	380·2	100·0	724·5	100·0	760·0	100·0	818·3	100·0	859·7	100·0



The Filtermist Division of Hoccom Developments Ltd. of Bridgnorth, Shropshire, has received an order for 17 of their F.16 units each capable of cleaning oil-laden air at the rate of 530 cu. ft. per minute. They are seen here being prepared for despatch to Eskilstuna in Sweden where they will be installed in the strongly anti-pollution-conscious Swedish metal manufacturing companies. The company estimates that at least 50 per cent of 1971 output will be for export.

(1) The proportions of total turnover which have been estimated because of non-response are:

Percentage

	1967	*1968*	*1969*
Retail Co-operative Societies	2·0	0·5	—
Grocers	1·7	5·7	0·2
Other food shops	2·5	6·1	1·3
Clothing and footwear shops	1·5	0·7	1·4
Durable goods shops	2·6	9·1	6·1
Other non-food shops	0·7	1·6	1·9
Department stores	0·2	—	2·0
General mail order houses	2·0	0·5	—
Total: All kinds of business	1·4	2·7	1·2

(2) The figures for durable goods shops include the following receipts for radio and television rental specialists:

£ million

1966	*1967*	*1968*	*1969*
93·0	94·2	104·2	111·8

INDEX OF REGULAR STATISTICS

When did Trade and Industry *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

An index of the date on which all regular statistical articles were last published will be found on the page following contents page.

Other Food Shops												Clothing and Footwear Shops								Commodity
1968		1969		1966		1967		1968		1969		1966		1967		1968		1969		
£m	%	£m	%	£m	%	£m	%	£m	%	£m	%	£m	%	£m	%	£m	%	£m	%	
1,031·8	87·7	1,119·0	85·0	233·7	72·7	247·5	71·4	268·0	72·0	279·4	68·6	74·1	9·1	87·7	10·3	100·1	10·9	111·3	11·0	Food
34·1	2·9	50·6	3·8	76·8	23·9	88·2	25·4	92·3	24·8	110·6	27·1	—	—	—	—	—	—	0·1	—	Alcoholic drinks
31·5	2·7	63·1	4·8	8·2	2·6	8·1	2·4	9·3	2·5	13·8	3·4	0·1	—	0·1	—	0·1	—	0·1	—	Cigarettes and tobacco
												0·1	—	0·1	—	0·1	—	0·1	—	Newspapers, books and stationery
												0·8	0·1	0·8	0·1	0·9	0·1	1·0	0·1	Hardware, soap, etc.
												0·9	0·1	1·0	0·1	1·1	0·1	1·3	0·1	Electrical appliances, records, etc.
												13·6	1·7	16·7	2·0	17·7	1·9	20·5	2·0	Furniture, furnishings, floor coverings
												209·2	25·7	219·9	25·8	238·6	26·0	258·7	25·6	Men's and boys' wear
79·0	6·7	83·8	6·4	2·8	0·9	2·9	0·8	2·4	0·6	3·7	0·9	329·9	40·5	336·6	39·5	362·0	39·4	395·1	39·1	Women's, girls' and childrens wear, drapery, etc.
												165·6	20·4	168·6	19·8	173·5	193·3	193·3	19·1	Footwear
												9·9	1·2	10·9	1·3	13·8	1·5	17·0	1·7	Leather, sports and fancy goods and toys
												0·9	0·1	1·0	0·1	1·1	0·1	1·3	0·1	Jewellery, watches and clocks, etc.
												0·9	0·1	1·2	0·1	1·4	0·2	1·6	0·2	Drugs, toilet preparations, etc.,
												1·4	0·2	1·9	0·2	2·1	0·2	3·0	0·3	Photographic goods, perambulators and other new and second-hand goods
												6·2	0·8	6·0	0·7	6·0	0·7	6·3	0·6	All other receipts
1,176·4	100·0	1,316·5	100·0	321·5	100·0	346·7	100·0	372·0	100·0	407·5	100·0	813·6	100·0	852·5	100·0	918·5	100·0	1,010·7	100·0	Total

Department Stores								General Mail Order Houses								Commodity
1966		1967		1968		1969		1966		1967		1968		1969		
£ m	%	£ m	%	£ m	%	£ m	%	£ m	%	£ m	%	£ m	%	£ m	%	
32·1	6·9	35·0	7·0	40·3	7·5	44·4	7·9	2·9	0·8	3·1	0·8	3·3	0·8	3·2	0·3	Food
2·4	0·5	3·3	0·7	4·0	0·7	4·6	0·8	4·1	1·1	4·0	1·0	3·6	0·9	3·8	0·9	Alcoholic drink
3·6	0·8	3·8	0·8	4·7	0·9	6·9	1·2	0·6	0·2	1·2	0·3	1·3	0·3	1·5	0·3	Cigarettes and tobacco
9·4	2·0	10·2	2·0	11·1	2·1	12·1	2·1	0·6	0·2	1·1	0·3	1·2	0·3	1·3	0·3	Newspapers, books and stationery
32·8	7·1	34·4	6·9	38·9	7·3	40·0	7·1	33·1	9·1	32·0	8·4	34·3	8·3	35·0	8·0	Hardware, soap, etc.
19·9	4·3	25·1	5·0	28·5	5·3	29·2	5·2	27·7	7·6	30·6	8·0	31·2	7·5	33·6	7·7	Electrical appliances, records, etc.
90·3	19·4	96·1	19·2	101·1	18·9	105·5	18·7	61·7	17·0	68·5	17·9	74·3	18·0	76·3	17·5	Furniture, furnishings, floor coverings
36·3	7·8	37·6	7·5	39·0	7·3	40·4	7·2	41·7	11·5	42·4	11·1	46·0	11·1	50·0	11·5	Men's and boys' wear
150·5	32·3	157·0	31·4	164·1	30·6	169·3	30·1	107·5	29·6	110·5	28·8	117·6	28·4	124·3	28·6	Women's, girls' and children's wear, drapery, etc.
14·7	3·2	15·8	3·2	16·6	3·1	17·1	3·0	36·1	10·0	38·0	10·0	40·2	9·7	43·6	10·0	Footwear
22·0	4·7	24·9	5·0	26·9	5·0	27·8	4·9	23·9	6·6	24·4	6·4	30·5	7·4	32·5	7·5	Leather, sports and fancy goods, and toys
8·0	1·7	7·4	1·5	7·9	1·5	8·6	1·5	11·0	3·0	11·7	3·1	13·2	3·2	13·4	3·1	Jewellery, watches and clocks, etc.
15·5	3·3	17·1	3·4	19·7	3·7	22·3	3·9	0·9	0·3	1·4	0·4	1·3	0·3	1·8	0·4	Drugs and toilet preparations, etc.
5·5	1·2	6·2	1·2	6·1	1·1	8·6	1·5	9·1	2·5	11·6	3·0	13·2	3·2	12·5	2·9	Photographic goods, perambulators and and other new and second-hand goods
21·9	4·7	25·7	5·1	26·8	5·0	28·0	5·0	1·7	0·5	2·3	0·6	2·3	0·6	2·3	0·5	All other receipts
464·9	100·0	499·6	100·0	535·7	100·0	564·7	100·0	362·6	100·0	382·8	100·0	413·5	100·0	435·1	100·0	Total

Table 2. Commodity analysis of the turnover of large retail organizations

All kinds of business: Value of sales by commodities and index (1966 = 100)

	1966	1967		1968		1969	
	£ million	£ million	Index	£ million	Index	£ million	Index
Food	1,844·5	1,969·1	106·8	2,114·3	114·6	2,272·1	123·2
Alcoholic drinks	115·1	134·8	117·1	149·0	129·5	187·2	162·6
Cigarettes and tobacco	188·2	190·2	101·1	222·8	118·3	283·3	150·5
Newspapers, books and stationery	85·5	94·1	110·1	103·2	120·7	112·0	131·0
Hardware, soap, etc.	212·5	216·6	101·9	225·3	106·0	223·0	104·9
Electrical appliances, records, etc.	161·5	187·7	116·2	206·7	128·0	222·0	137·5
Furniture, furnishings, floor coverings	357·4	378·6	105·9	401·8	112·4	414·0	115·8
Men's and boys' wear	329·1	341·5	103·8	368·8	112·0	401·0	121·8
Women's, girls' and children's wear, drapery, etc.	686·2	706·0	102·9	753·5	109·8	804·0	117·2
Footwear	246·3	253·0	102·7	260·2	105·6	286·6	116·4
Leather, sports, fancy goods and toys	108·0	112·0	103·7	124·2	115·0	130·3	120·6
Jewellery, watches and clocks, etc.	50·6	53·0	104·7	59·0	116·6	60·6	119·8
Drugs, toilet preparations, etc.	200·4	206·5	103·0	222·3	110·9	231·0	115·3
Photographic goods, perambulators and other new and second-hand goods	100·6	104·2	103·6	114·9	114·2	115·0	114·3
All other receipts	165·5	171·0	103·3	185·5	112·1	201·3	121·6
Total	4,851·4	5,118·3	105·5	5,511·4	113·6	5,943·4	122·5

Table 3. Analysis of the turnover of large retail organizations

Value of sales by kinds of business and index (1966 = 100)

	1966	1967		1968		1969	
	£ million	£ million	Index	£ million	Index	£ million	Index
Retail Co-operative Societies	916·9	894·6	97·6	921·2	100·5	971·2	105·9
Grocers	954·4	1,065·4	111·6	1,176·4	123·3	1,316·5	137·9
Other food shops	321·5	346·7	107·8	372·0	115·7	407·5	126·7
Clothing and footwear shops	813·6	852·5	104·8	918·5	112·9	1,010·7	124·2
Durable goods shops	294·9	318·2	107·9	355·8	120·6	380·2	129·0
Other non-food shops	724·5	760·0	104·9	818·3	112·9	859·7	118·7
Department stores	464·9	499·6	107·5	535·7	115·2	564·7	121·5
General mail-order houses	362·6	382·8	105·6	413·5	114·0	435·1	120·0
All kinds of business	4,851·4	5,118·3	105·5	5,511·4	113·6	5,943·4	122·5

COMMODITY ANALYSIS OF THE TURNOVER OF LARGER RETAILERS, *continued*

TECHNICAL NOTE

The coverage of figures for large retailers are, as far as possible, consistent one year with another between 1966 and 1969. However, the figures for all years are incomplete because of the failure of some retailers to submit their returns in time for one or more of the years covered. To make the series consistent, where a business was omitted from one year, it has been omitted from all. The proportion of 1966 turnover excluded from the figures because of non-response, businesses closed etc. are as follows:

	Percentage
All kinds of business	*1·3*
Grocers	*0·8*
Other food shops	*2·6*
Clothing and footwear shops	*0·2*
Durable goods shops	*5·4*
Other non-food shops	*0·2*
Department stores	*0·8*
General mail order houses	*5·2*

In a few cases estimates have been made for retailers failing to submit returns for one or two years, and the proportions which have been estimated are shown in the footnote below Table 1. With the exception of durable goods shops, the extent of such estimates has not in any year exceeded 6 per cent of the total turnover of the group to which it relates.

There are two minor respects in which the figures for each year may not be consistent in the series. Firstly there may be changes in coverage due to acquisitions and disposals of businesses since 1966 which have not been specifically notified to the Business Statistics Office. Secondly, the reporting unit for the Annual Inquiries does not always precisely match the reporting unit for the Census of Distribution. For co-operative societies, for instance, the turnover in the Annual Inquiry may cover productive bakeries, meat factories, building and painting departments and other non-retail activities which are normally excluded from the Census figures and which are also excluded from the monthly index of retail sales. In the case of this latter inconsistency, the figures for 1967 to 1969 should all be on a comparable basis, but the basis for the 1966 figures may be marginally different.

The 1968 edition of the Standard Industrial Classification has been used throughout. The figures for 1966 are therefore not consistent with the published results of the 1966 Census of Distribution, which are based on the 1958 edition.

Some retail organizations have encountered difficulty in attributing their turnover to small groups of commodities outside the main coverage of their trade. For instance, some grocers who had other lines of business had difficulty in distinguishing the different kinds of clothes they sold, so many of the non-food sales of grocers and other food shops have been grouped together. These sales are too small in relation to the total value of clothing sold to justify showing the figures for sales of clothing by grocers separately.

These returns relate to large retailers and therefore may not be typical of all retailers in these kinds of business, either as regards the growth of sales or their composition. Large retailers in some kinds of business are more representative of their kind of business than large retailers in others. Retail co-operative societies with turnovers of £1 million or more accounted for 84 per cent of the turnover of all co-operative societies in 1966 and the figures given here are therefore fairly typical of retail co-operative societies as a whole. The growth in turnover of large retail co-operative societies between 1966 and 1969 was just under 6 per cent, whereas the estimated growth for co-operative societies as a whole was 4 per cent. It must be remembered that the turnover of large retail co-operative societies given here includes some non-retail turnover (e.g. productive bakeries and meat factories) as explained earlier, and is not therefore consistent with the 4 per cent figure. Large grocers accounted for 40 per cent of the turnover of all grocery organizations, but about 92 per cent of the turnover of multiple grocers in 1966. The growth of turnover by these large grocery organizations between 1966 and 1969 was 38 per cent compared with 34 per cent shown by the monthly retail sales index for multiple grocers. Similarly, organizations with turnovers over £1 million accounted for about 90 per cent of all turnover by multiple clothing and footwear retailers between 1966 and 1969 is not very different from the 19 shops in 1966, and the 24 per cent growth of turnover by these large per cent increase estimated for multiple clothing and footwear shops in the monthly retail trade series.

Not all the large non-co-operative retailers will be multiple shops in the sense that they are organizations with 10 branches or more: some will have fewer than 10 branches. Similarly part of the difference between the growth recorded in the monthly figures and that shown by the annual returns of large retailers will be due to the rather more rapid increases in turnover of these very large retailers, but part of it may also be due to the fact that the monthly sample is based on voluntary returns from, on average, only about three quarters of the multiple organizations in each kind of business, which may not always be fully representative of the multiple organizations as a whole.

Registrations of British and foreign films

The following are details of films registered by the Department of Trade and Industry under the Films Acts 1960 to 1970 during the week ended Friday, June 25, 1971
Br/E indicates that the film is a British quota film

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				BRITISH	
Blake	Br/E 35533/26/6/76	20	June 22	Contemporary Films Ltd.	National Film Board of Canada
Kama Sutra Rides Again	Br/E 35534/26/6/76	9	June 22	British Lion Films Ltd.	Bob Godfrey Films Ltd.
Travellers Fare	Br/E 35535/26/6/76	26	June 24	Columbia Pictures Corporation Ltd.	Carrickford Films International
The Sandal	Br/E 35539/26/6/76	29	June 24	Eagle Films Ltd.	Rosalba Productions Ltd.
Movietone News 2194	Br/E 35274/26/6/76	8	June 25	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2194A	Br/E 35275/26/6/76	7	June 25	" " "	" " "
				FOREIGN	
Harry Munter	F 35531	101	June 22	Gala Film Distributors Ltd.	Sandrew Film and Teater A.B., Stockholm
First Prize Irene	F 35532	97	June 22	" " "	Dino de Laurentiis Cinematografica S.p.a., Rome
The Sexy Dozen	F 35536	101	June 24	Miracle Films Ltd.	Werner Kunz F.P., Zurich
Love Me, Love My Wife	F 35537	85	June 24		Telcinex, Vaduz
The Mephisto Waltz	F 35538	108	June 24	Twentieth Century-Fox Film Co. Ltd.	Q.M. Productions and Twentieth Century Fox Film Corporation

Monthly Digest of Statistics

Prepared by the Central Statistical Office in collaboration with the Statistics Division of Government Departments, this digest is designed to provide industrialists and business executives with invaluable statistics relating to the economic situation in the United Kingdom. It contains a regular series of detailed statistics on a wide range of subjects which include the following: ***Labour, Fuel and Power, External Trade, Wages and Prices, Industrial Production, Industrial Materials, Finance***

Price 45p (*by post* 50p). Annual Subscription £6 including postage. and a copy of the Definitions of items and units employed in the Digest,

Government publications can be purchased from the Government Bookshops in London (post orders to P.O. Box 569, S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through booksellers.

HMSO

Exhibitions and Fairs

Future trade with BC 'important'— Mr Noble

FROM THE BRITISH GOVERNMENT OFFICE, VANCOUVER

NEARLY 40 British firms took advantage of the shop window offered by British Columbia's 5th International Trade Fair – ImpoExpo 71 – held in Vancouver, Canada, from June 2-12. This was the high point of a series of events specially organized to celebrate the centenary of the Confederation in 1871, of the Province of British Columbia with Canada.

Eighteen nations participated in the fair which was last held in 1967 and which, in the course of 20 years, has become one of the biggest and most important international business occasions in the Pacific North West.

The fair offered an excellent opportunity, of which full advantage was taken, to demonstrate British interest in the market in British Columbia and to impress this on both buyers and the general public. Britain, participating in the fair for the fifth successive time, was the only nation to take a separate pavilion. The occasion was also marked by the first visit by a Minister of the British Government to be made to BC for many years.

The British Pavilion, providing some 10,000 sq. ft. of exhibition space, was much admired and was widely regarded as being among the most effective of the national exhibits. Designed and managed by the Central Office of Information it housed a total of 38 exhibits in a harmoniously integrated display of capital and consumer goods. These included machine tools, diesel engines, telecommunications equipment, marine propulsion equipment, industrial generating sets, automotive components and general engineering products and, among consumer goods (including durables), motor cars, yachts, perambulators, period furniture office equipment china, clothing giftware, toys and games, silicone sheets and sprays, trade magazines and home study language courses.

The first of many distinguished visitors was the Honourable W. A. C. Bennett, Premier of British Columbia, who, after performing the opening ceremonies of ImpoExpo 71 on June 2, spent a considerable time visiting the British Pavilion in the course of his tour of the fair.

Special visit

Mr. Michael Noble, Minister for Trade, accompanied by Sir Peter Hayman, British High Commissioner in Canada, visited Vancouver specially to view the British Pavilion. The Minister was the principal guest speaker at the 'Buyers' Luncheon' on June 3 designated as 'Salute to Britain' Day. Among the principal guests was Mr. Waldo Skillings, Minister of Industrial Development Trade and Commerce in the Provincial Government.

In his speech Mr. Noble said that the British Government's sponsorship of the only composite national Pavilion at the fair was just one example of the importance Britain attaches to improving her trading relationship with British Columbia. One of the fields in which he felt confident Britain had something to offer British Columbia was mining machinery which would make an important contribution in developing the rapidly expanding mineral resources, both coal and metalliferous, of the Province.

In areas such as longwall equipment, and dust suppression, Britain had become a world leader, he added. Appearances on radio and television and a press conference enabled him to reinforce this message.

On the evening of 'Salute to Britain' Day the Minister was host at a reception attended by some 250 Provincial Ministers, leaders of the business community and exhibitors. This was followed by a dinner given by the High Commissioner at which Premier Bennett and Mr. Noble were the principal guests.

The majority of British exhibitors were well satisfied with their attendance at the fair. Some, already well established in the market, regarded it primarily as a publicity exercise, and found it good value for their advertising budget.

'On the air'

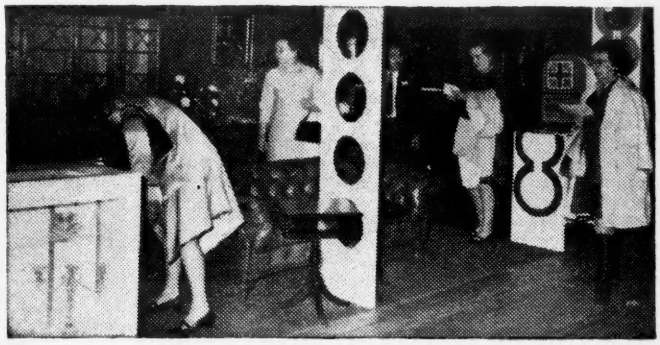
Mr. Washington, of Royal Albert Bone China, supplemented this with a highly effective interview on one of Canada's leading open-line radio programmes, which attracted a great deal of favourable comment.

Many firms found that a useful amount of business was generated by the fair. Orders were placed with Albert Herbert Ltd., of Coventry, for some £24,000 worth of machine tools. Group Export Ltd., of Brixham, representing three exporters of giftware woollens, suits of armour, hand-tools and pottery, took orders worth £20,000 and established outlets in a market new to the company.

The outstanding success of one particular line has encouraged Group Export to establish an additional production line specially to service the market in Western Canada.

Much attention was also focused on the water repellent silicone sprays exhibited by Silicone Treatments Ltd., of Crawley, Sussex. A leading Vancouver daily reporting enthusiastically on their waterproofing qualities wrote: 'These products have been available for as long as four years in Britain . . . but they have just been introduced in Canada at the current trade fair. A first for Vancouver'.

Even where the total volume of business written was not large many firms were pleased with future prospects. Several firms, not previously represented here, had inquiries which either have led, or are likely to lead, to the appointment of agents or distributors.



Mr. Michael Noble, Minister for Trade at the Department Trade and Industry, and Sir Peter Hayman, British High Commissioner in Canada, view an exhibit on the Chester Barrie Ltd. stand (above) at the Vancouver Trade Fair. Visitors to the fair showed considerable interest in the Abbeycraft Furniture display (right).

PUBLICITY FOR TRADE FAIRS OVERSEAS

Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official Commercial Representatives Overseas, who are always anxious to publicize such events.

But Commercial Representatives must receive material on events well in advance – three clear months is a minimum notice – and they should be sent a reasonable number of brochures and posters for distribution Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in Trade and Industry.

Mr. Corfield sees work on collaborative efforts at Paris Air Show

FROM THE BRITISH EMBASSY, PARIS

BRITISH INDUSTRY was represented at the Paris Air Show (May 27-June 6) by over 100 of Britain's aerospace companies as well as a number of Government research establishments, the latter being grouped on a defence sales stand.

The industrial participation which was divided between a DTI/COI/SBAC joint venture covering more than 60 companies, and individual promotions by a number of firms was backed up by flying demonstrations and by RAF participation in both the static display and in the flying.

The flying displays on the last two days included impressive mass formation demonstrations by HS Harriers, Britain's V/STOL 'jump jet' aircraft.

Reaction of firms to the amount of interest shown in their products by potential customers visiting the show seemed to vary considerably. Most exhibitors were agreed that business was very slack during the first few days which happened to coincide with Whitsun but that it appeared to pick up later on.

Firm's specializing in airborne electronics and equipment found that considerable interest was shown in their products, particularly by French visitors and by visitors from countries such as Russia and Romania.

Mr. Frederick Corfield, Minister of Aerospace, Department of Trade and Industry, visited the show on June 4-5.

In addition to visiting the majority of the United Kingdom stands, he was also able to see at first hand the work of other European aerospace companies, particularly existing or potential partners in joint endeavours with British companies.

'Best ever show' says exhibitor at Nepcon East

FROM THE BRITISH TRADE DEVELOPMENT OFFICE, NEW YORK

'HAS THE upturn come?' The electronics industry has been asking this question now for six months and this year's Nepcon East Show at the New York Coliseum (June 15-17) was a recent opportunity to see whether the answer could yet be given.

Junst as the number of orders for new machine tools gives a good indication of general industrial activity in the United States, so does the amount of interest and buying of new electronics production equipment indicate the level of activity in the electronics industry.

A first view could give a depressing picture because the number of the exhibitors and attendance at this year's show were down by approximately 30 per cent. However, exhibitors appeared to be much more confident than a few months ago (e.g. at IEEE) that industry is beginning to recover from the United States recession.

British participation in the Nepcon series of shows – there are in all three shows each year in the United States covering the three major United States electronics regions – has been small but steady. This year's joint venture represented the fifth consecutive participation and was sponsored by the British National Export Council and the Department of Trade and Industry.

Six British companies participated and were very pleased with the reception their products received.

'Best show'

Mr. L. Tepper, distribution manager for Henry Mann Inc., the East Coast agents for Elite Engineering Ltd. of Gosport, said at the end of the exhibition that this was the best show in which he had participated with the Elite products.

All the British participants remarked on the high quality of the inquiries received and the apparently genuine buying interest shown.

This was the first important electronics show in some 12 months to indicate that the industry is beginning to recover from the 1970 recession and adjust itself to the cutbacks in Government spending.

British food promotion in Toronto

FROM THE BRITISH GOVERNMENT OFFICE, TORONTO

'BRITISH FOOD FAIRS', the largest promotion of its kind ever to be held outside the United Kingdom was successfully staged in Toronto from May 12-29.

The event, organized by the British Canadian Trade Association in collaboration with the British Government Office, took place in 26 of the leading supermarkets and Eaton's and Simpsons department stores. A great variety of the products of 36 leading British manufacturers were promoted throughout the period, with local agents arranging comprehensive programmes of in-store demonstrations and displays.

All stores were attractively decorated with British display material, and Torontonians were made fully aware of what was happening in their city by an effective radio publicity campaign, the press, and many strategically placed billboards.

All British goods on the supermarket shelves carried a colourful Union Jack motif and were instantly recognizable by shoppers. Additional interest was created by a contest which called for the recognition and naming of British food trade marks. First prize was a 14-day BOAC trip to London for two, including seven theatre shows and the use of a car. Many other prizes of attractive British food hampers were also awarded.

The organizers considered the promotion to have been a success, and this assessment has been confirmed by a survey of participating agents and stores, who report considerable increase in sales of their British produtcs. Many agents found this an excellent opportunity to introduce new lines to stores and find them now to have been accepted as regular listings.

Without a doubt, the interest in British food products has considerably increased.

£1.5 million worth of business transacted

NEARLY 20,000 buyers attended the four-day International Contract Furnishing and Interior Design Exhibition at Olympia (June 8-11). This represented an increase of 2,500 visitors over the previous year.

Race (with an order for £97,000), the Irish Export Board (£800,000 shared between their nine exhibitors) and Design Furnishing Contracts (an order in excess of £125,000 from the Department of the Environment) were amongst the exhibitors with large orders to report, but many others of between £1,000 and £10,000 were taken in immediate orders.

Olympia Fashion Fair cancelled

THE London International Fashion Fair due to be held at Olympia, London, from October 24-28, has been cancelled.

Organizers: Industrial and Trade Fairs Ltd., Commonwealth House, New Oxford Street, London WC1 1PB.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in the British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

In discussion on the Elite Engineering Ltd. stand at Nepcon East, New York, are Al Kalen, manager QC – General Railway Signal, Rochester, New York, Arthur S. Mann (Elite), Leonard Tepper (Elite), and H. F. Cooke, General Railway Signal.

The small range of foreign equipment on display at the Dublin Hospital Congress/Exhibition emphasized the strength of British industry in this field.

Mexico and UAR markets for hospi tal equipment

FROM THE BRITISH EMBASSY, DUBLIN

FROM BEING a relatively simple organization at the beginning of the century the hospital has become one of the most complex of modern social institutions. Hospital management has correspondingly become a complex activity demanding the fullest use of modern techniques and equipment. The hundreds of delegates who came to Dublin from all parts of the world to attend the 17th International Hospital Congress Exhibition (June 14-18), a biennial event organized by the International Hospital Federation, were accordingly highly qualified and influential doctors, hospital architects and management personnel from international, national and local hospital organizations.

Influence and purchasing power

This exhibition thus provided a unique opportunity for manufacturers and suppliers of hospital and medical equipment, plant and services to display their wares to a vitally interested international audience with the power to influence and develop the purchase of a wide range of capital equipment.

A group of 31 British manufacturers (over half the total number of exhibitors), sponsored by the British Hospitals Export Council, participated under Department of Trade and Industry joint venture terms and several other British firms exhibited independently or through their Irish agents.

The comparatively small range of foreign equipment on display served to emphasize the strength of British industry in this field. A Department of Health and Social Security exhibit illustrated the principles and techniques in the implementation of the Department's programme of computer aided systems health building, involving the standardized products of further British manufacturers.

No direct sales

The complex nature of hospital purchasing virtually excludes the possibility of direct over-the-counter sales at such an exhibition, but many of the British exhibitors were confident that their efforts at this event were likely to produce sales in such far off markets as Mexico and the United Arab Republic. They had also taken advantage of the opportunity to study the reorganization of Irish hospitals' purchasing and to make influential contacts in this market.

One of the three exhibitors to appoint a new agent claimed to have started him off with over 50 serious expressions of interest as a result of the exhibition.

A million pounds-worth of rare books

THE INTERNATIONAL Antiquarian Book Fair will be held, for the first time in Britain, at the Europa Hotel, London, from September 27-29.

Professor Asa Briggs Vice-Chancellor of the University of Sussex, will open the fair.

More than 90 exhibitors from many parts of the United Kingdom, France, Italy, Holland, Switzerland Sweden as well as Los Angeles and Tokyo will offer wares ranging from incunabula (pre-dating the 16th century), mediaeval manuscripts, historical documents, prints, maps and atlases, political and literary pamphlets to rare 20th century editions and the autographs of contemporary notables.

The exhibits, valued at about £1 million, will comprise some 20,000 books on every conceivable subject; many costly collectors' items, such as Gould's Birds of Britain (in five volumes) at £3,500, but also a great selection more reasonably priced, from as little as £1 and £2.

Although the fair will be a mecca for the dedicated collectors, museum curators and librarians, who are the staple patrons of the dealers, it is also designed to appeal to bibliophiles of all ages and tastes.

OFF TO RUSSIA ...

The 4,000 hp Hawker Siddeley Kestrel – the world's most powerful single engined diesel-electric locomotive – being loaded aboard the Soviet ship 'Krasnokamsk' at Cardiff. Kestrel, designed and built as a private venture by Hawker Siddeley's subsidiary, Brush Electrical Engineering Co., Loughborough, has been bought for Soviet Railways by V/O Machinoimport, Moscow. The locomotive will be shown at the USSR International Exhibition of Railway Rolling Stock in Moscow from July 1-20.

Metrication Board display at the Royal Show

THE METRICATION BOARD'S stand at the Royal Show, Kenilworth (July 6-9) is designed to inform farmers and growers of the metric changes taking place in industry generally and to show that metric units are straightforward and simple to use.

Farmers already use metric units for some purposes. Metric supplies such as pharmaceuticals are already common. Metric building materials and components are becoming more widely used. As the changes in industry progress, products and materials used in farming will increasingly be marketed in metric.

The Metrication Board exhibits give details of progress made by different sectors of industry. On the stand visitors to the Royal Show will be able to familiarize themselves with everyday metric units.

Two book exhibitions for schools

A BRITISH COUNCIL exhibition 'Science Books for School Libraries' has been sent to Malawi and will also be shown in Tanzania. A small compact exhibition of some 300 books, it will be shown in a large number of schools which have not previously had the opportunity to see the range of books British publishers have to offer in this field. It will be shown in Malawi at the in-service teachers training course in August with a larger exhibition 'Teaching of Maths and Science'.

A second exhibition 'Textbooks for Secondary Schools' consisting of a selection of works for teachers and pupils at a secondary level, has been sent to Argentina. There is a special emphasis on the teaching of science and maths in the 800 books to be displayed.

Export Missions and Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses is published in the pink paper supplement to this issue. Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Department of Trade and Industry (see page 445, March 3 issue of Trade and Industry*) or the Export Services Division, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel. 01-248 5757).*

OUTWARD MISSIONS

Singapore package tour

THE CBI is organizing a package tour to Singapore for the British Engineering Exhibition (October 18-29) and the UN Industrial Development Organization (UNIDO) 2nd Asian Industrial Investment Meeting (November 3-11).

The cost of the package for the 26 days, covering travel and accommodation (including breakfast and one other meal per day) is £425 compared with an economy return fare alone of £447 by regular service.

Interested companies should contact CBI UNIDO Desk, 21 Tothill Street, London, S.W.1, for further information about the package tour and the UNIDO meeting before July 16 (the closing date for the package tour) or BNEC Asia, 6-14 Dean Farrar Street, London, S.W.1, for details about the exhibition.

EXPORT TOURS

Sales drive in Japan

MR. GEOFFREY ROBERTS, marketing director of Proprietary Perfumes Ltd. has recently returned from Japan. During his visit it was confirmed that Tsutsui & Co. Ltd. will be sole agents for PPL.

Mr. Roberts said that PPL's developing perfumery materials trade in Japan could be connected in some degree with the growing emancipation of Japanese women and young people and their demand for a wide range of personal products.

Successful Caribbean visit

MRS. PAT BECKETT, export sales manager of Imperial Machine Co., the Croxley Green catering equipment manufacturers, is just back from visiting the Caribbean as a member of the Hotel and Public Building Export Group mission.

Away for six weeks, before joining the mission to Trinidad and Barbados, Mrs. Beckett visited Imperial's agents in the United States, Canada and Bermuda.

Among the orders she collected for Imperial's waste disposers, potato peelers and silver burnishers, was one for a number of Sanistrel sanitary towel disposers from the Trinidad Ministry of Planning, for installation in the island's new convention centre.

Claimed to be Britain's first woman sales manager to the catering trade, Mrs. Beckett – who is married to Imperial's managing director, Mr. Richard Beckett – has extensive plans for further overseas visits within the next year. At the end of October she will be going to Hong Kong and Japan. Also she plans in between to fit in visits to Malta, Greece, Cyprus and Israel before the year is out.

Early in 1972 she hopes to tour Australasia and to pay a return visit to the Caribbean.

Around the world in 40 days

FIFTY THOUSAND MILES of overseas travel in a month is the record just achieved by two sales executives from Evans Electroselenium Ltd., manufacturers of analytical instruments.

In an all-out drive to strengthen export sales, marketing director Ray Davies, and export manager Peter Brown, crossed the Atlantic together on Easter Sunday for discussions with the parent company, Corning Glass Works of New York, before continuing their journeys separately.

While Mr. Davies flew on to the Far East and Australasia, Peter Brown travelled south to Mexico and Latin America.

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Department of Trade and Industry **Statistics and Market Intelligence Library** *at Export House, 50 Ludgate Hill, London, EC4M 7HU. This is a modern well-equipped library of over 800 volumes. It has a reading room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers.*

The library opens from 9 to 5.30 Mondays to Fridays (Tel. 01-248 5757, Ext. 368, or Telex No. 886143).

RUSSIAN DELEGATION SEE CHEMICAL AND BIOLOGICAL INFORMATION SYSTEMS

Left: a delegation of six officials from the Ministry of Medical Industry and the Ministry of Health in Moscow recently visited the Miles Laboratories Ltd. United Kingdom headquarters at Stoke Court. The main object of the visit was to see the latest chemical and biological information systems supplied for medicine and industry throughout Europe by the Ames Company Division, and products for dermatology and allergies by the Dome Laboratories Division. Principal interest was shown in the Ames range of new instruments being developed to make the work of laboratory staff more simple, accurate and economic. Right: the delegation also visited the Wellcome Foundation, Dartford, for a programme on computers in research and administration. Mr. J. E. Paterson (fourth from left), head of Group Management Services, shows the £500,000 computer centre to: (from left) Madame A. I. Tentsova, director of the Central Pharmaceutical Scientific Research Institute; Madame G. A. Ulyanova, divisional head, Central Pharmaceutical Scientific Research Institute; Mr. L. P. Telegin, chief engineer, Ministry of Medical Industries; Dr. Yury S. Cheremukhin, Third Secretary, Soviet Embassy; Madame B. G. Zazankina (interpreter); Mr. M. A. Kluev, head of the Department of Pharmacy, Ministry of Health; and Madame E. V. Yakovleva, chief engineer, Ministry of Medical Industries.

Overseas Trade and Exports

Review of Anglo-Irish Free Trade Area Agreement

THE FOLLOWING is the text of a statement issued on June 24 by the Government of the Irish Republic:

'Following the review which the Irish Government have been conducting under Article I (5) of the AIFTA, discussions have been initiated with the Government of the United Kingdom regarding products which appear to the Irish Government to require joint consideration in accordance with the provisions and criteria of that Article.

'This joint consideration will be continuing over the coming months. Pending its completion, and in view of the need to determine the tariff rates applicable as from July 1, 1971, it has been agreed that for certain items under discussion there should be, as an interim measure, either standstill of the rates of duty at their present level or a lesser reduction of the tariff than is required by Article I (2) (a).

'These interim arrangements have been agreed without prejudice to the further joint consideration of the tariff rates to apply subsequently to these and other products under discussion.

'The items to which standstill will apply comprise certain iron and steel products, certain kinds of agricultural machinery, certain domestic electrical appliances, aluminium holloware, blankets, mobile homes and joinery.

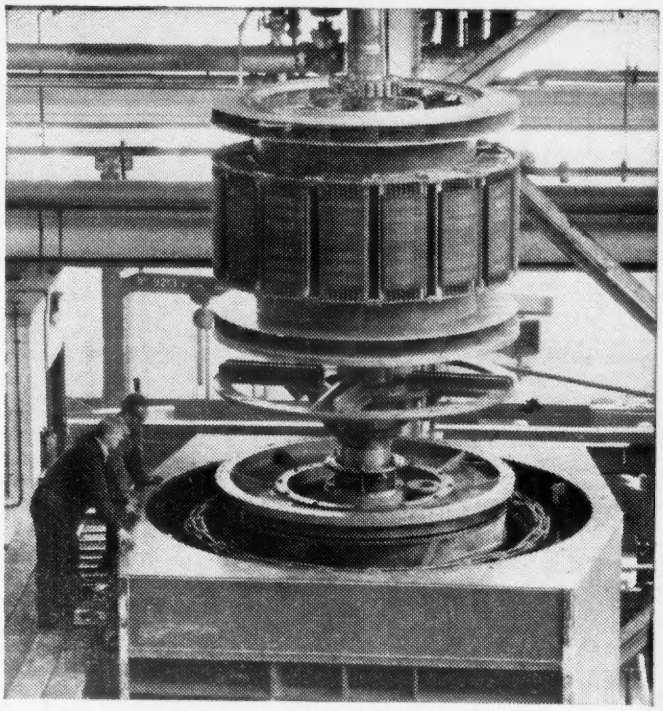
'In the case of footwear, the United Kingdom Government was unable to accept the Irish Government's proposals, but agreed that the reduction to 18 per cent due to be made under the AIFTA should be held in suspense pending further consideration in the light of the survey by the Irish Government of this industry which is expected to be completed within the next few months.

'The items for which there will be modified tariff reductions are furniture, ropes and cordage and brushes and brooms.

'An Order giving effect to these arrangements will be made by the Irish Government within a few days.'

TRADE AND FINANCIAL ARRANGEMENTS

Where further information is available to inquirers, it may be obtained from either Commercial Relations and Exports (CRE) Division, DTI, 1 Victoria Street, London, SW1H 0ET (Tel. 01-222 7877), or Export Data Branch (EDB), DTI, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE or EDB) together with the appropriate telephone extension number.



English Electric-AEI Machines Ltd., Rugby, are at present manufacturing 14 large vertical brushless synchronous motors for pump duty in Romania. These machines are part of a contract received from GEC Electrical Projects Ltd., who, as a member of a British consortium, the Taylor Woodrow Irrigation Group, are supplying electrical power and control equipment valued at approximately £4 million for an advanced automated irrigation system covering an area of about 300 sq. miles of the Danube Valley in Southern Romania. The consortium comprises Taylor Woodrow International Ltd., GEC Electrical Projects Ltd., Sigmund Pulsometer Pumps Ltd., and Vickers Ltd. Picture shows one of the 10670 hp motors being assembled for test at Mill Road Works.

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is Aldermanbury House, Aldermanbury, London, E.C.2 (01-606 6699). The department has 20 local offices in various parts of the United Kingdom

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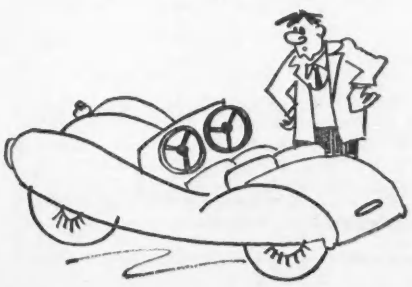

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UNITED KINGDOM AID TO DEVELOPING COUNTRIES – LESOTHO: A grant of nearly £80,000 has been made available by the Overseas Development Administration over three years to assist the Lesotho Veterinary Research Laboratory near Maseru with studies of local disease problems in cud-chewing animals. The Lesotho Government is to utilize laboratories, equipment and transport available, but the grant will help with some new buildings, structural alterations to existing buildings, fencing, additional laboratory equipment, a landrover, and contributions to staff wages. Interested British exporters should contact the Director of Veterinary Services, Maseru, Lesotho.

Sales of merino wool from sheep and mohair from goats are a major part of the country's economy and developments are taking place in the marketing of beef cattle and the formation of a dairy industry. This makes it necessary to study the incidence and importance of disease as an economic loss factor and the new scheme is to organize definite surveys, as distinct from day-to-day routine diagnosis. It also calls for the use of the more expensive media, sera or other agents for their detection. Reference number CRE 16876.

CRE Ext. 2794

ECGD BACKS CONTRACT FOR ALGERIAN NATURAL GAS LIQUEFACTION LINE: The Export Credits Guarantee Department has signed a Financial Guarantee covering the financing of a contract to build a natural gas liquefaction line at Skikda, Algeria.

Under a £21½ million contract signed in March between Pritchard Rhodes Limited, the United Kingdom subsidiary of J. F. Pritchard Inc. of the United States, and the Algerian State oil company, La Societe Nationale Sonatrach, Pritchard Rhodes will supply capital equipment and provide associated services for the building of a liquefaction plant capable of handling 4.5m cubic metres of natural gas, 160 tons of ethane and 330 tons of propane and butane daily. It is expected that the plant will be commissioned in July 1974.

The British companies participating in the contract are Capital Plant (International) Limited, which is part of the Mitchell Cotts Group, together with their associates Whessoe Limited and Motherwell Bridge Engineering Limited.

A loan of approximately £13.7 million is being made available by Hill Samuel & Co. Limited, acting on behalf of a syndicate comprising themselves, Williams & Glyn's Bank Limited, The Royal Bank of Scotland Limited, Midland Bank Limited, Barclays Bank Limited, National Westminster Bank Limited, Coutts & Co., Clydesdale Bank Limited, Bank of Scotland and Lloyds Bank Limited. The loan is repayable over a period of 10 years from estimated date of commissioning.

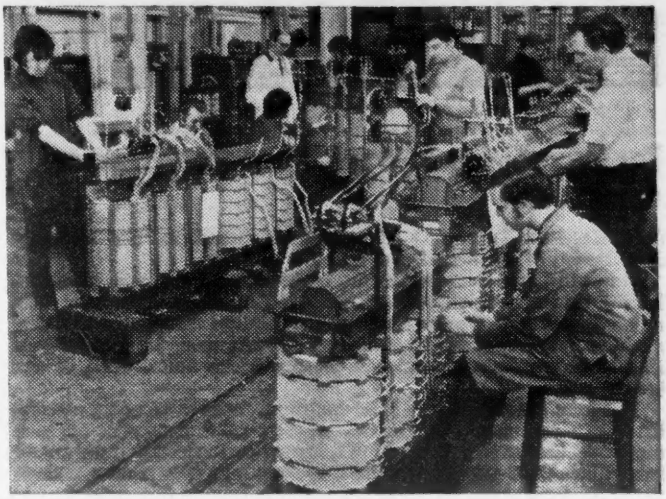
ALGERIA AND MOROCCO: The Algerian *Journal Officiel* of May 25 published details of trading arrangements for 1971, as regulated by the Trade Agreement of 1964 between Algeria and Morocco. All the goods listed in the agreement are to be admitted free of duty; some are subject to quota – foodstuffs, varnishes, paints, articles of plastic, machinery and vehicles are amongst the goods affected.

EDB Ext. 420, 475

INDIA AND FRANCE: Following a meeting of the Indo-French Economic Commission in New Delhi earlier this year it was decided to renew the Trade Arrangement between the two countries originally signed in October, 1959, until December 31, 1971. The protocol signed at the end of the meeting provides for the introduction of quotas for some of the Indian exports which are at present subject to quantitative restrictions in France. In addition it was agreed to initiate a Communal Development Programme for diversifying and expanding trade between the two countries but with particular emphasis on promoting Indian manufactured products in the French market. Details of the goods covered by the Protocol are available to British exporters on application.

EDB Ext. 423, 408, 288

TRANSFORMERS FOR NIGERIA...



Brush Electrical Engineering Co. Ltd., Loughborough, a Hawker Siddeley Electric company, has received an order through Hawker Siddeley Electric Export Ltd., for the supply of £250,000 worth of distribution transformers for the Electricity Corporation of Nigeria. They will be used in a new electrical distribution system covering the whole of the country.

...AND A CAR CARRIER LINK TOO

A new roll-on, roll-off car carrier service between Poole and the Nigerian port of Apapa was announced recently by Mr. Peter Earlam, a director of Elder Dempster Lines. Elder Dempster, a member of The Ocean Steam Ship Group, are operating the new service on behalf of UK/West Africa Lines. The service is via Clearway, a vessel capable of carrying 400 small cars or the equivalent number of larger cars and commercial vehicles. Voyage time will be 12 days and the service will run at approximately 28-day intervals. Mr. Earlam (left) is pictured here with Mr. K. Brown (centre) of The State Shipping Corporation (Black Star Line) and Mr. J. G. W. Tilby of Palm Line.

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Tariff and trade notices and commercial information from overseas

The Department of Trade and Industry can usually provide exporters with further information on the notices published in this section. The branches concerned are: Commercial Relations and Exports (CRE) Division, DTI, 1 Victoria Street, London, SW1H 0ET (Tel. 01-222 7877); Export Services Division (ESD) and Export Data Branch (EDB) DTI, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE, ESD or EDB) together with the appropriate telephone extension number.

European Communities

COMMON AGRICULTURAL POLICY: The texts of the following Regulations and proposed Regulations which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes*. The French texts of these Regulations etc., may be seen on application.

General

Regulation (CEE) No. 1261/71 relates to exceptional measures to be taken in different agricultural sectors following certain sanitary problems (*Journal Officiel* No. L132 dated June 18, 1971).

The *Journal Officiel* No. C59 dated June 11, 1971 contains the draft text of a proposed Regulation.

(1) relating to sanitary problems in connection with intra-Community trade in products with a meat base.

(2) relating to sanitary inspection problems in connection with intra-Community trade in products with a meat base.

Pigmeat

Regulation (CEE) No. 1252/71 modifies the intervention system provided for in **Regulation 121/67/CEE** setting up a common organization of the markets in the pigmeat sector (*Journal Officiel* No. L131 dated June 17, 1971).

Rice

The *Journal Officiel* No. C60 date June 14, 1971 contains the draft text of a proposed Regulation modifying **Regulation No. 359/67/CEE** setting up a common organization of the markets in the rice sector. It should be noted that the text of this Regulation when finally approved, may differ from the draft text referred to above.

Wines

The *Journal Officiel* No. C60 dated June 14, 1971 contains the draft texts of two proposed Regulations:

(1) relating to sparkling wine produced in the Community defined in section 12 of Annex II of **Regulation (CEE) No. 816/70.**

(2) modifying **Regulation (CEE) No. 817/70** in so far as it concerns quality sparkling wines produced in specific regions.

It should be noted that the texts of these Regulations, when finally approved, may differ from the draft texts referred to above.

Sugar

Regulation (CEE) No. 1280/71 lays down rules of procedure in so far as they concern the purchase of sugar by the intervention agencies (*Journal Officiel* No. L133 dated June 19, 1971).

Regulation (CEE) No. L1281 concerns the purchase by the intervention agencies, of sugar offered by traders specializing in the sugar sector (*Journal Officiel* No. L133 dated June 19, 1971).

EDB Ext. 7174, 408

CUSTOMS REGULATIONS: Regulation (CEE) No. 1226/71 concerns a reduction in the number of procedures to be complied with at the points of departure and arrival of goods transported in accordance with the procedures governing Community transit (*Journal Officiel* No. L129 dated June 15, 1971).

Regulation (CEE) No. 1279/71 relates to the use of Community transit documents with a view to applying measures for the export of certain goods (*Journal Officiel* No. L133 dated June 19, 1971).

EDB Ext. 7174, 408

(Continued on next page)

Loading of a shipment of 21 in. x 7 in. solid moulded rubber flat trawl bobbins, produced by the Mechanical Rubber Products Division of J. H. Fenner & Co. Ltd., the Hull-based power transmission engineers. This shipment is destined for delivery to the French deep sea fishing fleet, through selling agents Cosalt Ltd. of Grimsby, Lincs.

Registered trade mark (r t m) goods in overseas tariff list

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of Trade and Industry *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category are preceded by the letters 'r t m'. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the descriptions stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

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EUROPEAN COMMUNITY, *continued*

IMPORTS FROM NON-MEMBER COUNTRIES: Article 115 of the Treaty of Rome provides that any member of the European Economic Community can, in cases of economic or commercial difficulties arising from the carrying out of the commercial policies of the Community, be authorized by the Commission to take protective measures. This provision has been invoked by member countries to except certain products from the general rules contained in Articles 9 and 10 of the Treaty of Rome, concerning Community treatment in the EEC for goods imported from non-member countries on further movement from the original importing Member State.

The *Board of Trade Journal* dated August 5, 1970 contained a list of the products which at June 15, 1970 were the exceptions to the general rules referred to above, and would not benefit from Community treatment when imported from another Member State even though they may be accompanied by a circulation certificate issued under the conditions set out in the notice appearing on page 1528 of the *Board of Trade Journal* dated December 30, 1960. Details of additions and amendments to this list since June 15, 1970 have also been published in the *Board of Trade Journal* and in *Trade and Industry*. The EEC authorities have now issued a revised list of the products which do not benefit from Community treatment. This appeared in the *Journal Officiel des Communautés Européennes* No. C57 dated June 8, 1971 and summarizes the position at May 1, 1971. The French text and details of the products concerned may be obtained on application.

EDB Ext. 7174, 408

EEC/TURKEY AGREEMENT: The Association Agreement between the European Economic Community and Turkey which came into force on December 1, 1964 provides for the negotiation of an Additional Protocol to cover the timing and implementation of the transitional stage of the Agreement. This additional Protocol and a new financial Protocol were signed on November 23, 1970 and will enter into force when ratification by the Member States and Turkey has been completed. The *Journal Officiel des Communautés Européennes* No. L130 dated June 16, 1971 contains the text of **Regulation (CEE) No. 1232/71** concluding an interim agreement to cover trade between EEC and Turkey until the entry into force of the Additional Protocol referred to above, on September 30, 1972 at the latest.

The *Journal Officiel des Communautés Européennes* No. L130 also contains the texts of the following Regulations:

Regulation (CEE) No. 1233/71 relating to the importation of citrus fruits originating in Turkey.

Regulation (CEE) No. 1234/71 relating to the importation of certain cereals originating in Turkey.

Regulation (CEE) 1235/71 relating to the importation of olive oil originating in Turkey.

The French texts and details of the interim agreement and other regulations referred to above may be obtained on application.

EDB Ext. 7174, 408

TARIFF QUOTAS: The *Journal Officiel des Communautés Européennes* No. L131 dated June 17, 1971 contains the texts of two Regulations setting up Community Tariff quotas for 20,000 heads of heifers and cows and 5,000 heads of bulls, cows and heifers. Details of these quotas and their allocation to individual member countries are set out below. Details of the method of allocation and of the conditions attached to the quotas together with the French texts of the Regulations referred to below, may be seen on application.

IN THIS SECTION COUNTRIES ARE GROUPED BY CONTINENTS AS FAR AS POSSIBLE. AN ALPHABETICAL LIST OF COUNTRIES MENTIONED APPEARS ON THE CONTENTS PAGE.

Regulation (CEE) No. 1253/71 relates to the opening, allocation and administration of a Community Tariff quota for 20,000 heads of heifers and cows (other than those for slaughter) of certain mountain breeds (CCT No. ex 01.02 A II b 2) at a 6 per cent rate of duty for the period July 1, 1971 to June 30, 1972; 14,000 heads of the quota have been allocated on the following basis:

Germany	7,000 heads
France	2,750 heads
Italy	4,250 heads

The remaining 6,000 heads will form a reserve available to Member States who use 90 per cent or more of their original allocation.

Regulation (CEE) No. 1254/71 relates to the opening, allocation and administration of a Community Tariff quota for 5,000 heads of bulls, cows and heifers (other than those for slaughter) of certain alpine breeds (CCT No. ex 01.02 A II b 2) at a 4 per cent rate of duty. 4,100 heads of the quota have been allocated on the following basis:

Germany	200 heads
France	100 heads
Italy	3,800 heads

The remaining 900 heads will form a reserve, available to Member States who use 90 per cent or more of their original allocation.

EDB Ext. 7174, 408

France

CUSTOMS TARIFF FOR MACKEREL: In accordance with EEC Regulation No. 1170/71, the French *Journal Officiel* of June 15 announced that fresh, chilled or frozen mackerel whether whole, headless or sliced (Tariff No. 03.01 BI m 2) intended for the processing industry, may be imported at a reduced rate of duty of 5 per cent for the period June 16, 1971 to February 14, 1972. These imports are subject to the formalities laid down in the arrêté of June 28 1963, stating the conditions of admission of certain goods under a more favourable Tariff treatment in view of their intended use.

EDB Ext. 423, 408, 288

Algeria

IMPORT LICENSING CONTROL: It has been announced that from June 5 all imports originating from countries which are not subject to clearing agreements with Algeria, are now subject to the prior authorization of the Ministry of Commerce. This does not apply to goods already subject to import licence by reason of quota arrangements. It does apply to goods subject to state organizations monopolies.

EDB 420, 475

IMPORT OF PLASTIC PRODUCTS: The Algerian *Journal Officiel* of May 14 announced that the following plastic products falling within Tariff Heading 39.07 are now subject to import licensing control. Other items included in this Tariff Heading but not listed below remain free from licensing control. The orders must be submitted for endorsement by the Direction des éxchanges commerciaux.

Tariff Heading	Description
Ex 39.07	Yogourt pots
	Polyethylene films for manufacture of packaging for use in agriculture
	Buckets, basins, moulds and bowls
	Household and domestic plastic articles
	Plast c clothes pegs
	Blotters
	Caps and stoppers for bottles 26 and 29 millimetres in diameter
	Beach sandals
	Microcellular rubber plaques for soles of beach sandals
	Plastic chamber pots:
	With or without beak
	With screw top stopper and a capacity of 5, 10, 15, 20, 25, 30 litres
	Rulers, pencil sharpeners, penholders
	Protractors and set squares
	Balls and toys
	Jars with capacity of 50 centilitres to 1 litre
	Bottles, oil cars
	Boxes weighing 250 grammes
	Tubes for dyes
	Paste pots weighing 30 grammes

This legislation took effect from March 1. **EDB Ext. 420, 475**

(*Continued on next page*)

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THE EXPORT FREIGHT FORWARDERS

OPERATIVE DATE OF MONOPOLIES: The Algerian *Journal Officiel* of May 14 announced that the monopolies awarded to the state organizations ENC outils/menager and SONACAT would take effect from February 14, 1972. In the interim period, all imports included in the monopolies will be subject to the prior authorization of the relevant state organization. Contracts concluded before May 14, can be executed within a limit of eight days from that date. The ENC outils/menager monopoly covers ironmongery products and household equipment and the SONACAT monopoly covers domestic electrical appliances.

EDB Ext. 420, 475

Nigeria

PROHIBITED IMPORTS: Legal Notice No. 43 of 1971 published in the Federal Republic of Nigeria *Official Gazette* of June 10 amends with effect from that date the Imports Prohibition Order, 1971, as follows:

1(a) in section 1 (2) for all words from the beginning to the words 'the importation' there shall be substituted the words 'The importation';

(b) by the deletion of sub-item 19 (1) (d) (iii) of Part I of Schedule 1;

(c) for item 22 of Part II of Schedule 1 thereof there shall be substituted the following item:

'22. Food preparations (not elsewhere specified) excluding baby foods, beverages, saccharin, yeast, baking powders, colouring essences and flavours (Tariff No. 21.03.07)';

(d) in Part I of Schedule 3, in the entry relating to item 3 (Ammonium Nitrate, pure) for the words 'Chief Pharmacist in the public service of the Federation' there shall be substituted the words 'Federal Government Chemist';

(e) for items 12 and 13 of Part II of Schedule 3 thereof there shall be substituted the following items:

'12. Other spirits (potable and non-potable) and alcoholic beverages excluding wine.'

'13. Packaging containers excluding those made of glass.'

'14. Kraft paper (glazed or unglazed) and paperboard including liner and corrugated board'.

2. This Order may be cited as the Imports Prohibition (Amendment) Order, 1971, and shall apply throughout the Federation.

Explanatory note (This note does not form part of the above Order but is intended to explain its purpose): The order provides that the following goods may be imported into Nigeria without licence, that is beverages, saccharin, yeast, baking powders, colouring essences, flavours, wine and packaging containers made of glass.

It also provides that a licence must be obtained for the importation of kraft paper and paperboard.

It vests in the Federal Government Chemist the power to grant licences for the importation of Ammonium nitrate, pure.

EDB Ext. 471/2/3

EXOTIC DESTINATIONS . . .

Surulere, Tinubu and Adelabu were just a few of the exotic names ordered for the destination indicators on this latest fleet of 48 front-entrance rear-exit buses built by Willowbrook at Loughborough to the order of Lagos City Transport Services. The chassis is a Leyland Comet.

CUSTOMS TARIFF CHANGES: Legal Notice No. 41 of 1971 published in the Federal Republic of Nigeria *Official Gazette* of June 10 amends with effect from that date the First and Second Schedules to the Nigerian Customs Tariff Act, 1965, by altering the duty rates on 27 items.

EDB Ext. 471/2/3

EXCHANGE CONTROL: Legal Notice No. 44 of 1971 published in the Federal Republic of Nigeria *Official Gazette* of June 10 amends with effect from that date Schedule 1 of the Exchange Control (Payments for Import) Order, 1971, as follows:

1. The Exchange Control (Payments for Import) Order, 1971, is hereby amended in Schedule 1 by substituting for the words 'Drugs and pharmaceuticals' the following words, that is:

'Medicaments and medical, dental, surgical and veterinary instruments and appliances.'

2. This Order may be cited as the Exchange Control (Payments for Import) (Amendment) Order, 1971, and shall apply throughout the Federation.

Explanatory note (This note does not form part of the above Order but it is intended to explain its effect): The Order provides that in respect of the goods mentioned therein payment shall be made at the expiration of 90 days from the date of arrival of the goods in Nigeria. **CRE Ext. 3004/3338**

Tunisia

GLOBAL IMPORT QUOTAS FOR 1971: The Tunisian *Journal Officiel* of May 28 announced the opening of the following quotas for the import of goods from all countries in 1971.

Tariff No.	Description	Quota (in dinars or metric tons)
04.02	Milk: preserved, concentrated or sweetened	7,000 t
04.03	Butter	15,000 t
04.04	Cheese and curd	15,000 t
08.01 C	Common dates	P.M.
08.01 D	Bananas	3,000 t
08.03 B 08.04 B 08.05 D 08.12 B	Dried fruit	100,000 D
08.06 A & B	Apples and pears	P.M.
09.01 A	Unroasted coffee	2,500 t
09.02	Tea	4,700 t
09.04 A	Pepper	600 t
12.01 A	Unroasted groundnuts	P.M.
13.01 A Ex 33.06 F	Henna	P.M.
13.02 B, C, & E	Gum and natural resins	25,000 D
17.01	Sugar	90,000 t
40.11 B & C	Inner tubes of all types	200,000 D
40.11 F	Tyres including tubeless, other than for aeroplanes, weighing 15 kg or less	P.M.
48.01 to 48.09	Paper and paperboard in rolls or sheets	1,120,000)D g
51.04	Woven fabrics of synthetic or artificia. fibres: continuous	800,000 D
53.11 B	Woollen fabrics (other than /or blankets)	
55.09	Cotton fabric	
56.07	Woven fabrics of synthetic or artificial fibres: discontinuous	
62.02	Bed linen, linen for table, toilet, office and kitchen; curtains and other furnishing articles except bed sheets	
63.01	Second-hand clothing	100,000 D
Ex 82.11	Razor blades and blade blanks	400,000 D
	Footwear:	130,000 D
(a)	Women's, leather	3,000 pairs
(b)	Men's, leather	2,000 pairs
(c)	Children's, leather	2,000 pairs
(d)	Rubber slip-on shoes	1,000 pairs
(e)	Rubber working boots for men	22,000 pairs
	Sports footwear:	
(a)	Leather	4,000 pairs
(b)	Dancing slippers	2,000 pairs
(c)	With vulcanized rubber soles	4,000 pairs

Note: P.M. = Poure memoire (quota may be allotted if necessary)

EDB Ext. 420, 475

ALGERIA, MOROCCO AND TUNISIA

Exporters interested in Algeria, Morocco and Tunisia are reminded that French is the foreign language most widely used in business and official circles in these countries. It is therefore, essential that any literature or correspondence for local firms should be in French. Similarly, quotations of weights and measures in the metric system and of prices in local currency are also an important factor in attracting the interest of potential importers.

Iran

IMPORT REGULATIONS: The Iranian Ministry of Economy notifies that importation of the following items does not, until March 21, 1972, require the permission of the Ministry:

Acrylic plates and rods
Stop lights of vehicles
Screens for projecting films
Plastic seals for bottles
Aerosol can valves
Celluloid sheets
Casein sheets
Metal sheets laminated with plastic sheets
Metallized plastic film and ribbons
Ribbon, cord and plastic profiles reinforced with aluminium or covered with aluminium
Special metal coated fibre
Ebonites for use in electrical industries
Sheets prepared from leather and plastic
Plastic postcards with embossed illustrations
Celluloid sponges
Cellulose tape
Artificial nails
Adhesive printed labels
Respiratory masks
Plastic tubes for shampoo
Plastic stencilling paper
Flowered and figured plastic films for plastic containers
Tape recorder ribbon spools
Plastic erasers
Plastic glass for watches
Light reflector band and sheets (shabrang)
Plastic covers for travellers' cheques imported by banks
Polyester film for lamination
Asbestos ribbon made of plastic for gas cookers.

It should be noted that, apart from the above items, all other raw plastics and plastic articles remain prohibited. No further information is available.

EDB Ext. 420, 475

JANCO جانكو

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Arranging visits for officials and representatives.

People's Democratic Republic of Yemen

ORGANIZATION OF FOREIGN TRADE: A new law, no. 21 of 1971, and several ministerial resolutions, nos. 11-16, concerning foreign trade have been introduced in the People's Democratic Republic of Yemen. Under these, the Ministry of Economy may organize the flow of imports and exports as it sees fit. However, the Ministry has long been so empowered *de facto*, if not *de jure*, and these new laws and regulations mainly legalize and codify existing practices and internal regulations. A new point is the introduction through resolution no. 16 of import licences valid for up to 12 months for companies in the public sector.

CRE Ext. 2221

Yemen Arab Republic

EXIT VISAS: It should be noted that all visitors leaving the Yemen Arab Republic require an exit visa. This may be obtained upon request from the Legation of the Yemen Arab Republic in London at the same time as the entry visa. In Sana'a an exit visa is normally obtained from the Immigration Department for a fee of 3 Rials (22½p) although exceptionally, but not invariably, it can be obtained at the Airport on departure for a fee of 5 Rials (37½p). It is understood that exit visas may also be obtained in Taiz and Hodeida.

CRE Ext. 2221

Ceylon

RELAXATION OF CURFEW: Further to the announcement on page 445 of *Trade and Industry* dated May 26, the island-wide curfew has been relaxed and now runs from 10 p.m. to 4 a.m.

CRE Ext. 2278

Malaysia

CHANGE OF ADDRESS OF COMMERCIAL SECTION: The Commercial Section of the British High Commission in Kuala Lumpur recently moved quarters; their new address is: British High Commission, Commercial Section, Wisma Damansara, Jalan Semantan, Kuala Lumpur (Tel. 202666).

The Post Office box number and the telex number remain unchanged and are PO Box 1030 and KL 175 respectively.

Japan

LIBERALIZATION OF IMPORTS: Although the Japanese government had announced the scheduled liberalization of certain imports by the end of April 1971, this liberalization has not yet taken place. There has been considerable reporting of the delay in the Japanese press and after much governmental discussion a resolution has now been adopted by both houses of the Japanese parliament calling for the government to postpone the fixing of a date for liberalization. The government announced on June 1 that, as a temporary measure, import quotas for these items would be revived. The quotas will now remain until liberalization comes into effect. According to the Japanese press, quota allocations for the items concerned show a 150 per cent average increase over the quotas for the corresponding period of 1970.

EDB Ext. 420, 475

FOOD REGULATIONS: In an announcement in *Trade and Industry* of May 5, certain information was given on Japanese Fair Trade Commission rulings concerning biscuits and cheese. Certain inaccuracies were found in the original report and the following, corrected version supersedes thet part of the article of May 5.

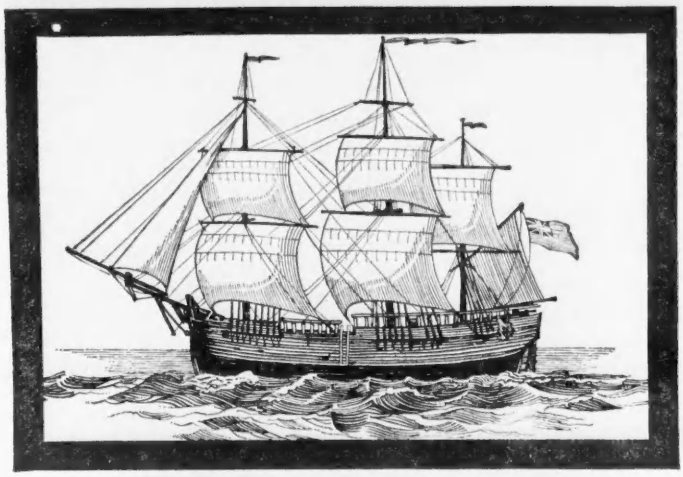
Biscuits:

(a) Milk biscuits must not be labelled as such unless they contain 5 per cent or more of milk in terms of weight. (The definition of milk in this case is that it must contain 8 per cent or more of non-fat milk solids and 3 per cent or more of milk fat in terms of weight.)

(b) Cheese biscuits must not be labelled as such unless they contain 5 per cent or more of cheese in terms of weight. (The cheese must contain 40 per cent or more of milk solids in terms of weight.)

(c) Butter biscuits should not be labelled as such unless they contain 2.5 per cent or more of butter in terms of weight. (The butter must contain 80 per cent or more of milk fat and the butter content of the biscuits will be tested on the basis of this.)

EDB Ext. 420, 475



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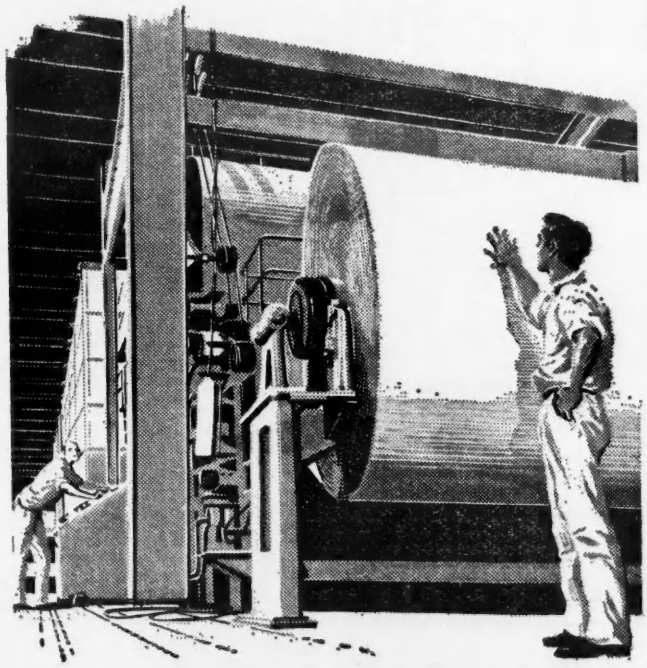

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China

TRADING IN UNITED STATES GOODS: The United States' Government's recent announcement of a change in policy towards trade with Mainland China has meant that British companies using certain goods or technical know-how of United States origin in manufacturing their products may now freely export to this market. The list of goods affected by this easement is wide ranging and covers most farm, fish and forestry products; tobacco; fertilizers; coal; selected chemicals; rubber; textiles; certain metals; agricultural, industrial and office equipment; household appliances; industrial or commercial electrical apparatus in general use; certain electronic communications apparatus, certain automotive equipment and consumer goods. A full list is available. Other items not already included in the list will be considered by the United States Department of Commerce for a special export licence, each case being considered individually, under United States Export Control Regulations.

CRE Ext. 2647

Australia

RESULT OF DUMPING TARIFF BOARD INQUIRY – MACHINE DRIVING AND SPROCKET ROLLER CHAIN: The Department of Trade and Industry has been notified by the British High Commission at Canberra that machine driving and sprocket roller chain falling within tariff item 73.29.11 but not including (a) chain of the inverted tooth type or (b) link belting has been made the subject of dumping duty on all such goods exported to Australia since November 30, 1967. Reference No. CRE 2294/67.

CRE Ext. 2318/9

RESULT OF TARIFF BOARD INQUIRY ON ARTIFICIAL CHRISTMAS TREES AND OTHER NOVELTIES: Changes have been made in the Australian Customs Tariff affecting the rates of duty payable on the above commodities. Particulars of the changes will be published in *Trade and Industry* as soon as possible. In the meantime brief details may be obtained from Export Data Branch.

EDB Ext. 401, 468, 469

Peru

IMPORT LICENCES FOR VARIOUS PRODUCTS: Peruvian Resolution Directoral No. 655-IC-DGI-71 of May 11, lists a number of items which will require an import licence from the Ministry of Industry and Commerce. Licences will only be granted if it can be proved that there is an insufficiency, in quantity or quality, of locally manufactured similars. Affected goods fall within the following tariff numbers:

22.03, 25.22, 32.13, 34.07, 40.12, 48.18, 58.02, 58.07, 59.14, 76.16, 85.11, 90.03, 90.04, 98.05, 98.08.

EDB Ext. 474, 476, 7312

Ecuador

GOODS ON LIST I NOW FREE OF PRIOR DEPOSIT: Prior deposits on a number of goods considered essential to the Ecuadorean economy (Import List I), previously subject to prior deposts of from 1.28 per cent to 19.20 per cent of the c.i.f. value, depending on the payment terms, are to be removed with effect from July 1, 1971.

EDB Ext. 474, 476, 7312

INTERNATIONAL TRADE CENTRE UNCTAD/GATT

The International Trade Centre was established by the General Agreement on Tariffs and Trade (GATT) at the request of the developing countries. Since January, 1968, it has been jointly operated by the United Nations Conference on Trade and Development (UNCTAD) and the GATT. The Centre's aim is to assist the developing countries in their export trade by providing them with information on export markets and marketing and helping them to develop their export promotion services and to train the necessary personnel.

Further information about the Trade Centre and its work may be obtained from United Kingdom Liaison Officer, Miss E. P. M. Baggs, Department of Trade and Industry, 1 Victoria Street, London, SW1 OET (Tel. 01-222 7877, Ext. 2438).

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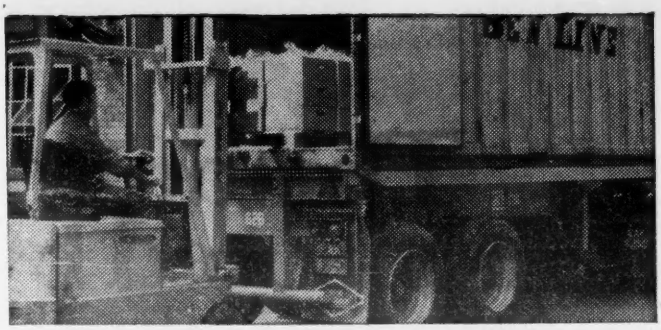
Mexico

IMPORT DUTY AND TARIFF AMENDMENTS: A number of alterations have been made to the Mexican rates of import duty and also to the Tariff. The goods affected are as follows:

Tariff No.	Description	Rate of duty	
		Specific	+ *Ad val.*
39.07 A 067	Strips of rigid polyvinyl, in rolls, presented with any of the surfaces covered with adhesives and protective strips, recognizable as designed exclusively for labelling machines	Free	176%
84.51 A 001	Portable or semi-portable; except those of the heading 84.51 A 002	Free	17%
84.51 A 002	Electric machines	Free	16%
84.51 A 003	Not portable or semi-portable; except those in 84.51 A 002	Free	17%
84.52 A 003	Hand operated calculating machines; except machines that do not print the data; excluding those in 84.52 A 001 and 002	Free	31%
84.52 A 004	Electronic, with four operations, even when it has a printing system and a reading-classification system	Free	31%
84.52 A 005	Electric-operating calculating machines, even when they have the apparatus for automatically printing the data, except those in 84.52 A 002	Free	31%
84.54 C 002	With perforating-tape registering device	Free	13%
84.52 C 003	With ten or more totallizing mechanisms	Free	16%
84.52 C 004	Hand operated machines	Free	16%
84.52 C 999	Other	Free	16%
84.54 A 001	Mimeographs for stencils	Free	22%
84.54 A 002	Deleted		
84.54 A 999	Other	Free	26%
84.54 B 001	Money counting machines	Free	21%
84.54 B 012	Machines for printing addresses	Free	21%
84.54 B 026	Cash-boxes, electro-mechanically operated	Free	22%
84.54 B 029	Machines for classifying, counting and wrapping money, except those in 84.54 B 001	Free	92%
84.54 B 030	Machines for reproducing originals by means of stencils, using readers of photoelectric cells	Free	21%
92.11 A 015	Dictaphones with an upper limited of frequency response of up to 1,000 cycles per second	Free	119%
98.07 A 003	Embossing machines for use on polyvinyl chloride	Free	26%

EDB Ext. 474, 476, 7312



Three thousand gallons of paints worth £10,000 left the Hull factory of Blundell-Permoglaze Ltd. recently in Ben Line containers bound for the Far East. This is the first time that Blundell-Permoglaze Ltd. have containerized their shipments. Picture shows one of the containers being loaded with Permoglaze Pammastic at the Hull factory.

United States

TRADING IN CHINESE GOODS: The recent change in the United States Government's policy towards trade with Mainland China has opened up a potential export market for British companies dealing with goods of Chinese origin. All goods from Mainland China may now be freely exported to the United States, subject to the usual tariff duties on imports and any existing regulations affecting United States imports in general. Also affected by this easement are products which formerly were 'presumed' to have originated from Mainland China, North Korea, and North Vietnam and required British Customs certification establishing that, in fact, they originated elsewhere. This certification procedure has been stopped. Imports into the United States from North Korea and North Vietnam are still to be banned.

CRE Ext. 2647

(*Continued on next page*)

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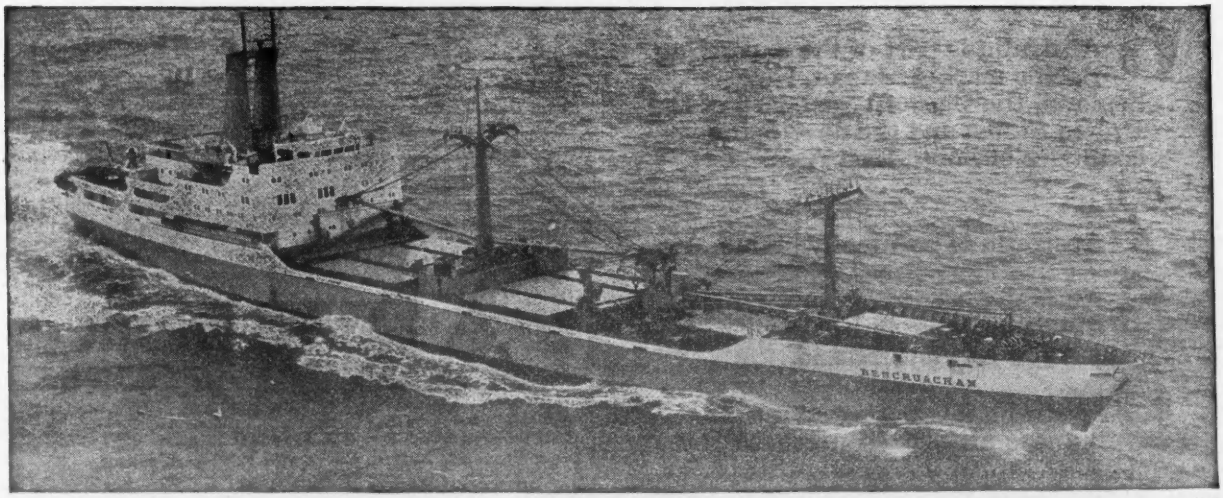

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UNITED STATES, *continued*

ANTI-DUMPING REGULATIONS: A notice of the proposed review of the United States anti-dumping regulations was published in *Trade and Industry* on April 28. The time for submitting comments has now been extended to July 30, 1971. Reference FR 15.6.71.

CRE Ext. 2397

Uruguay

PRIOR DEPOSITS ON RAW MATERIALS: Uruguayan Decree No. 334/971 of June 4 made the following goods subject to a prior deposit of 150 per cent cif (105 per cent) when consigned from and originating in another LAFTA country):

Import List No.	Description
42147	Raw cotton
43492	Tobacco for processing
42792	Iron in billets
42798	Black iron plate
42801	Iron strips
32150	Standard iron shapes
32141	Round iron bars over 38 mm. in diameter
43300	Lead ingots
43570	Zinc ingots
42382	Cellophane treated with plastic (laminated with plastic film) sensitive to heat
42383	Cellophane treated with plastic (laminated with plastic film) sensitive to heat, in rolls
42388	Cellophane in rolls
42389	Cellophane in reams
42054	Steel bars or ingots
43360	Rayon fibre
30246	Salt, unground
43402	Coarse salt
42166	Raw sugar
30267	Tea
50009	Bananas
30276	Processed yerba mate
43555	Yerba mate, semi-processed
42276	Raw coffee beans
42378	Synthetic rubber, including synthetic latex, raw, stabic or not
32186	Brazilian pinewood, dressed or sawn, 25 mm or more in thickness
42135	Rods for drawing into wire
43006	Carbon black
34027	Lubricating oils and greases
43561	Gypsum, unbleached in rock form
42804	Iron in ingots
32189	Wooden posts and pickets
32192	Processed wood rolls or beams

The General Directorate of Foreign Commerce may exempt such goods from the prior deposit requirement where the value of the import is in accordance with normal prices prevailing in international markets.

EDB Ext. 474, 476, 7312

AMENDMENTS TO IMPORT SURCHARGES: Decree No. 335/971 of June 4 made the following amendments to import surcharges:

Import List No.	Description	Rate of surcharge *Ad val.* cif
42147	Raw cotton	Free
42471	Copper pipes, bars or rods	Free
42270	Cocoa beans	Free
42045	Castor oil	Free
42606	Quebracho extract (tanolin)	Free
32183	Wooden cross ties for railroads	Free
43300	Lead ingots	Free
42382	Cellophane treated with plastic (laminated with plastic film) sensitive to heat	40%
32189	Wooden posts and pickets	Free
41108	Locomotive wagons and railway motor coaches	Free
50048	Chick peas	40%
50054	Lentils	40%
30150	Cassava flour	Free
43024	Sodium nitrate	Free
42012	Essential oils and essences	Free
30159	Dried chestnuts	40%
30106	Cashew nuts	40%
43291	Pyrethrum in powder and flower heads	Free
42951	Mercury, redistilled	Free
50009	Bananas	Free
42534	Vegetable fibre for upholstery	75%
30270	Vanilla	75%
30225	Pepper	40%
42273	Cocoa in cake form	Free
42234	Bentonite as a suspension and emulsion agent	Free
42876	Inoculants for legumes	Free
42633	Sisal fibres and manila hemp (abaca)	Free
42474	Copper in sheets	Free
49105	Tractors	Free
30009	Olives	75%
30135	Preserved fish	150%
42483	Copper ingots	Free
42009	Coconut oil and palm oil	Free
32192	Processed wood rolls or beams	Free
43570	Zinc in ingots	Free
42382	Cellophane treated with plastic (laminated with plastic film) sensitive to heat, in rolls	Free
42388	Cellophane in rolls	Free
31024	Pedigree racing horses	Free
31033	Pedigree and pure bred sheep for cross breeding	Free
30162	Dried walnuts	40%
42423	Vegetable wax	Free
40042	Scientific, literary, educational and artistic books and magazines	Free
43471	Anhydrous sodium sulphate	40%
32186	Brazilian pinewood, dressed or sawn, 25 mm or more in thickness	Free
42645	Vegetable fibres: 'pita', 'zacaton', 'trevia', and 'piasaba'	Free
41141	Machinery, safety and control switches for lifts	Free
41135	Sewing machines for domestic use and their spare parts	40%
36018	Electrical household machines and apparatus, their parts and spares	150%
40048	Calculating machines	40%
42135	Rods for drawing into wire (alambron)	150%
43006	Carbon black	Free
42978	Black iron plate	Free
32150	Standard iron shapes	Free
46126	Grass seed for forage	Free
31015	Pedigree cattle for reproduction	Free

(*Continued on next page*)

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URUGUAY, *continued*

Import List No.	Description	Rate of surcharge *Ad val.* cif
31021	Pedigree horses for reproduction	Free
43258	Paraffin wax	Free
42378	Synthetic rubber, including raw synthetic latex, stable or not	Free
42630	Iron alloys in general	Free
40072	Cash registers	40%
43273	Rabbit and hare hairs	Free
45096	Safety razor blades	90%
42972	Iron in billets	Free
43525	Diatomaceous earths	Free
32165	Refractory bricks and parts except aluminous silicons with an alumina content not exceeding 45%	Free
49300	Omnibuses with integral or monoblock type chassis (the structure of the chassis in one piece with part of body which acts as an element to obtain structural rigidity)	Free
40063	Typewriters	40%
34027	Lubricating oils and greases	Free
43561	Gypsum, unbleached, in rock form	Free
41006	Ploughs and disc harrows, complete for mechanical traction	Free
41120	Sowing machines	Free
42145	Methylic alcohol	Free
42696	Refrigerant gases	Free
43360	Rayon fibre	Free
43454	Natural barium sulphate	Free
43279	Perchloroethylene and trichloroethylene	Free
42075	Acetone	Free
41099	Card clothing, rigid type	Free
38036	Time control clocks	Free
40079	Adding machines	40%
39063	Cigarette lighters and parts	75%

EDB Ext. 474, 476, 7312

A team of 29 members of the Japan Society of Industrial Machinery Manufacturers, with a special interest in environment pollution control, visited ICI, Millbank, on June 22. Welcomed by Dr. P. J. N. Chipperfield, ICI scientific adviser on water and effluent, the team were then given short talks on the organization of ICI for dealing with environmental pollution problems, ICI and United Kingdom technology on noise and grit reduction (with associated legal aspects), and water pollution control and technology and associated legal aspects. The ICI speaking team consisted of Dr. Chipperfield, Mr. L. W. Oldham, adviser to ICI central engineering research department and Mr. M. L. Hemming, senior project officer, ICI (Hyde) with overseas responsibility for Japan. Picture shows some of the Japanese party.

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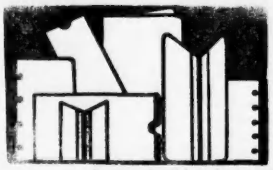

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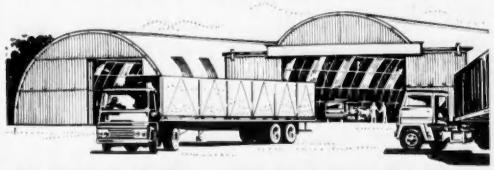

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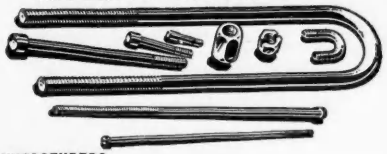

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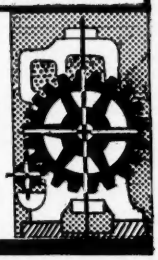

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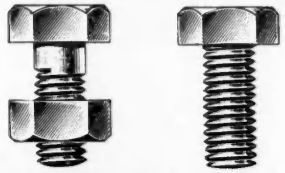

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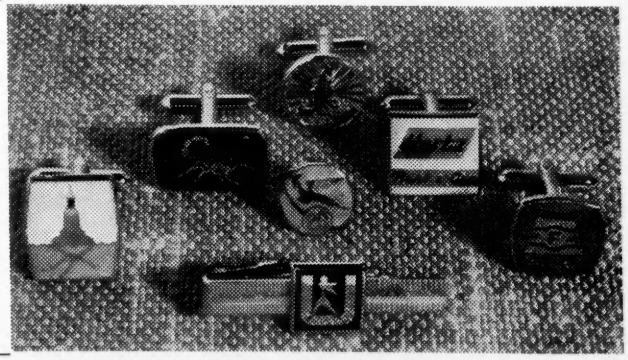

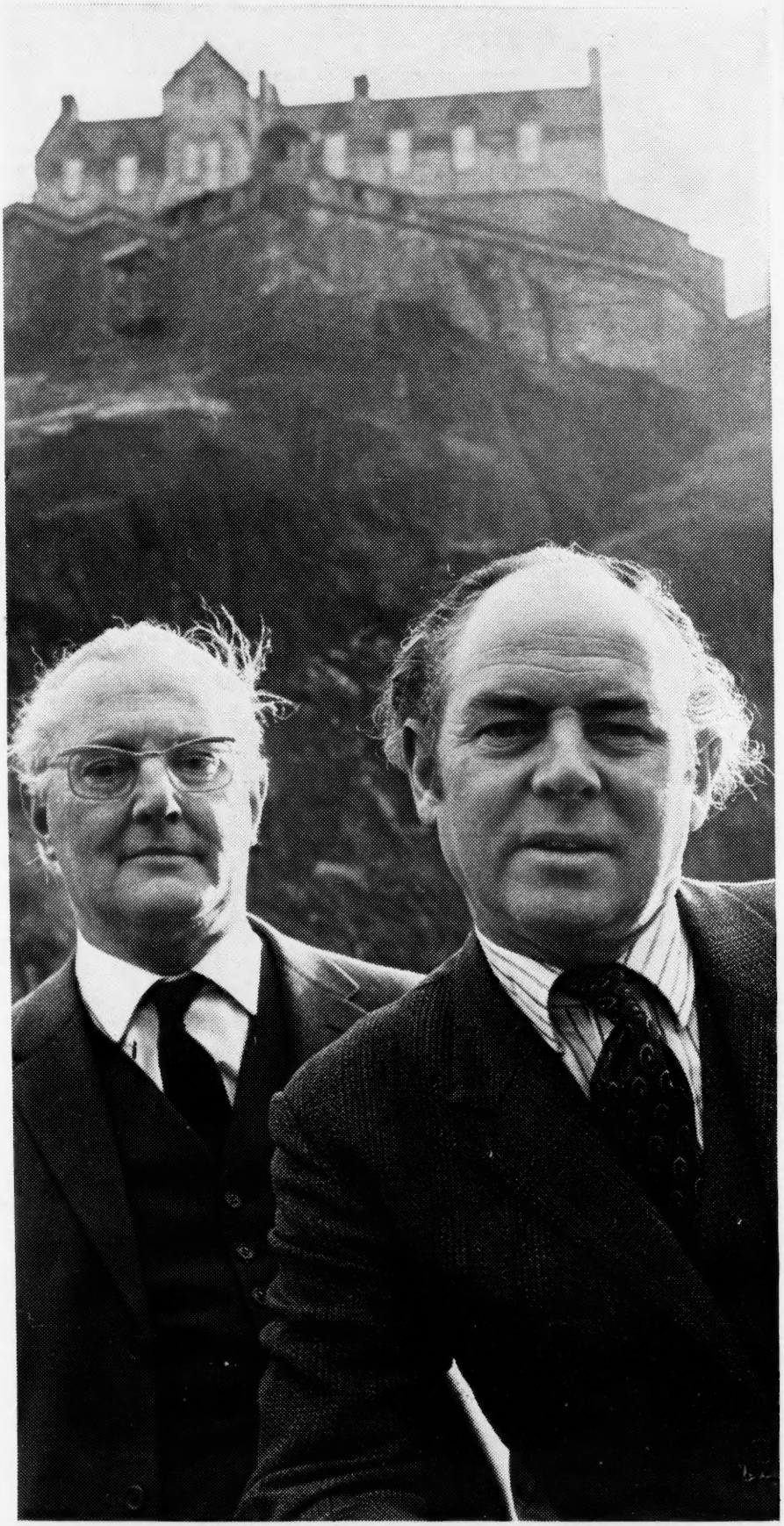

Exporters who didn't lose £15,000.

Trouble isn't always foreseeable. These are very experienced and prudent exporters – joint managing directors of a famous Scottish knitwear company. One of their distributors in an important overseas market had an outstandingly good record. He had built up sales 'in a remarkable way'.

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One unforeseen crash can cause severe damage to a company's profits and set back export growth. Neither happened to this Edinburgh company. They have gone on selling confidently in a wide spread of markets, with total overseas sales now £500,000 p.a.

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